

1984

Final

1985

Preliminary

Business Failure Record

A comparative statistical analysis
of geographic and industry trends in
business failures in the United States.
1984 data are final.
1985 data are preliminary.

Required Reading

Dun & Bradstreet's statistical series on business failures was revised in 1984 by adding the following industry sectors to the failure coverage: agriculture, forestry and fishing; finance, insurance and real estate; and the services sector in its entirety. All industries in the U.S. are now represented in Dun & Bradstreet's business failure coverage. Data prior to 1984 are not directly comparable to the current series. The 1985 data are subject to minor revisions due to amended court filings. Many of the tables in this report are available on a monthly and quarterly basis.

Definitions

Dun & Bradstreet's business failure statistics include businesses that ceased operations following assignment or bankruptcy; ceased operations with losses to creditors after such actions as foreclosure or attachment; voluntarily withdrew leaving unpaid debts; were involved in court actions such as receivership, reorganization or arrangement; or voluntarily compromised with creditors.

Business Failures vs. Business Discontinuances: Business failures do not represent total business closings, which consist of both business failures and business discontinuances. As defined in Dun & Bradstreet's statistics, business failures consist of businesses involved in court proceedings or voluntary actions involving losses to creditors. In contrast, businesses that discontinue operations for reasons such as loss of capital, inadequate profits, ill health, retirement, etc., are not recorded as failures by Dun & Bradstreet if creditors are paid in full. Although they represent only a percentage of total closings, failures have the most severe impact upon the economy.

Every year thousands of firms are started, many either fail or discontinue, and others transfer ownership or control. Each business day, over 35,000 changes are made to the Dun & Bradstreet database of over 8 million businesses at the National Business Information Center. New names are added and closed

businesses are deleted, name styles altered, and financial information revised. This is all evidence of the dynamic change and turnover constantly taking place in the business population.

Liabilities as defined by Dun & Bradstreet refer to liabilities at time of failure. They include all accounts and notes payable and all obligations, whether in secured form or not, known to be held by banks, officers, affiliated companies, supplying companies or the government. Long-term, publicly held obligations are not included and offsetting assets are not taken into account.

Total Listed Concerns represent the total number of business enterprises listed in the Dun's Census of American Business, a reference book listing the number of businesses in each four-digit Standard Industrial Classification Code at the national, state and county level. The book is published by Dun's Marketing Services, a company of The Dun & Bradstreet Corporation.

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Introduction

The revised statistical series published in this latest edition of the Dun & Bradstreet *Business Failure Record* represents the most complete data currently available on business failures.

Trends in business failures provide a variety of insights into U.S. economic activity. Ironically, they can reflect both positive and negative aspects of the economy. For example, the increases in the oil-producing and agricultural states reflect the ripple effect caused whenever a major industry in a region experiences severe economic stress. In contrast, the rise in failures in the services sector is the natural byproduct of the marked increase in entrepreneurial activity in service businesses which has occurred following the last recession.

In addition to its statistics on business failures, Dun & Bradstreet maintains two statistical series on new business activity. *New Business Incorporations* has provided monthly data on the number of new incorporations filed in each state since 1946. *New Business Starts* (revised in 1985) consists of businesses added to Dun & Bradstreet's commercial credit information file, which contains data on more than eight million U.S. firms which are actively participating in the marketplace. Both series provide good measures of the relative trend in entrepreneurial activity. Business starts, however, provide a significantly more accurate measure of the actual number of new businesses, since new incorporations include many entities established principally for legal or tax purposes.

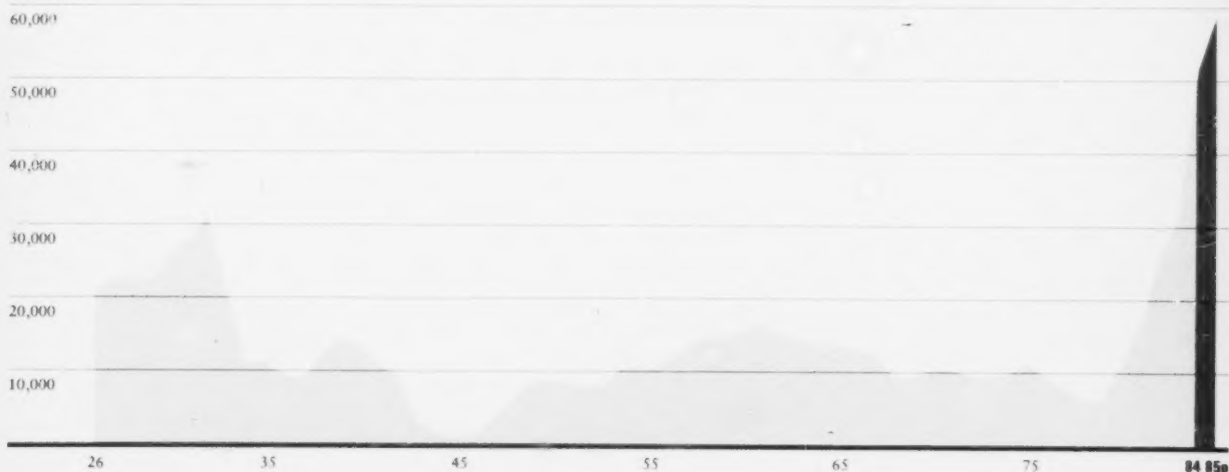
These data reflect a high level of entrepreneurial activity in recent years, spurred by the strong economic recovery which began in 1983. In fact, new business formation has played an important role in the current recovery. Since approximately half of the failures reported by D&B every year consist of firms which started within the previous five years, the current increase in failures is attributable, in part, to bankruptcies among some of these recent starts.

Failure Trends Since 1926

	Number of failures	Total failure liabilities	Failure rate per 10,000 listed concerns	Average liability per failure		Number of failures	Total failure liabilities	Failure rate per 10,000 listed concerns	Average liability per failure
1926	21,773	\$409,233,000	101	\$18,795	1956	12,686	\$562,697,000	48	\$44,356
1927	23,146	520,105,000	106	22,471	1957	13,739	615,293,000	52	44,784
1928	23,842	489,559,000	109	20,534	1958	14,964	728,258,000	56	48,667
1929	22,909	483,252,000	104	21,094	1959	14,053	692,808,000	52	49,300
1930	26,355	668,282,000	122	25,357	1960	15,445	938,630,000	57	60,772
1931	28,285	736,310,000	133	26,032	1961	17,075	1,090,123,000	64	63,843
1932	31,822	928,313,000	154	29,172	1962	15,782	1,213,601,000	61	76,898
1933	19,859	457,520,000	100	23,038	1963	14,374	1,352,593,000	56	94,100
1934	12,091	333,959,000	61	27,621	1964	13,501	1,329,223,000	53	98,454
1935	12,244	310,580,000	62	25,366	1965	13,514	1,321,666,000	53	97,800
1936	9,607	\$203,173,000	48	\$21,148	1966	13,061	\$1,385,659,000	52	\$106,091
1937	9,490	183,253,000	46	19,310	1967	12,364	1,265,227,000	49	102,332
1938	12,836	246,505,000	61	19,204	1968	9,636	940,996,000	39	97,654
1939	14,768	182,520,000	70	12,359	1969	9,154	1,142,113,000	37	124,767
1940	13,619	166,684,000	63	12,239	1970	10,748	1,887,754,000	44	175,638
1941	11,848	136,104,000	55	11,488	1971	10,326	1,916,929,000	42	185,641
1942	9,405	100,763,000	45	10,713	1972	9,566	2,000,244,000	38	209,099
1943	3,221	45,339,000	16	14,076	1973	9,345	2,298,606,000	36	245,972
1944	1,222	31,660,000	7	25,908	1974	9,915	3,053,137,000	38	307,931
1945	809	30,225,000	4	37,361	1975	11,432	4,380,170,000	43	383,150
1946	1,129	\$67,349,000	5	\$59,654	1976	9,628	\$3,011,271,000	35	\$312,762
1947	3,474	204,612,000	14	58,898	1977	7,919	3,095,317,000	28	390,872
1948	5,250	234,620,000	20	44,690	1978	6,619	2,656,006,000	24	401,270
1949	9,246	308,109,000	34	33,323	1979	7,564	2,667,362,000	28	352,639
1950	9,162	248,283,000	34	27,099	1980	11,742	4,635,080,000	42	394,744
1951	8,058	259,547,000	31	32,210	1981	16,794	6,955,180,000	61	414,147
1952	7,611	283,314,000	29	37,224	1982	24,908	15,610,792,000	88	626,738
1953	8,862	394,153,000	33	44,477	1983	31,334	16,072,860,000	110	512,953
1954	11,086	462,628,000	42	41,731	1984	52,078	29,268,646,871	107	562,016
1955	10,969	449,380,000	42	40,968	1985p	57,067	33,375,867,961	114	584,854

Due to statistical revision, 1984 and 1985 data are not directly comparable to prior years.
p = preliminary

Number of Failures



Failure Distribution by Liability Size

	Liabilities under \$5,000		Liabilities \$5,000 to \$25,000		Liabilities \$25,000 to \$100,000		Liabilities \$100,000 to \$1 Million		Liabilities over \$1 Million	
	Number	%	Number	%	Number	%	Number	%	Number	%
1945	270	33.4%	343	42.4%	146	18.0%	45	5.6%	5	0.6%
1946	263	23.3%	488	43.2%	252	22.3%	119	10.6%	7	0.6%
1947	600	17.3%	1,661	47.8%	842	24.2%	350	10.1%	21	0.6%
1948	846	16.1%	2,799	53.3%	1,208	23.0%	374	7.1%	23	0.5%
1949	1,915	20.7%	4,646	50.3%	2,147	23.2%	520	5.6%	18	0.2%
1950	2,065	22.5%	4,706	51.4%	1,975	21.6%	407	4.4%	9	0.1%
1951	1,832	22.7%	4,160	51.6%	1,634	20.3%	412	5.1%	20	0.3%
1952	1,428	18.8%	3,884	51.0%	1,769	23.3%	512	6.7%	18	0.2%
1953	1,383	15.6%	4,317	48.7%	2,375	26.8%	748	8.5%	39	0.4%
1954	1,640	14.8%	5,640	50.9%	2,946	26.5%	829	7.5%	31	0.3%
1955	1,785	16.3%	5,412	49.3%	2,916	26.6%	820	7.5%	36	0.3%
1956	2,032	16.0%	6,152	48.4%	3,431	27.1%	1,022	8.1%	49	0.4%
1957	2,001	14.6%	6,699	48.8%	3,847	28.0%	1,147	8.3%	45	0.3%
1958	2,028	13.5%	7,015	46.9%	4,456	29.8%	1,408	9.4%	57	0.4%
1959	1,841	13.1%	6,664	47.4%	4,202	29.9%	1,284	9.1%	62	0.5%
1960	1,688	10.9%	6,884	44.6%	5,078	32.9%	1,703	11.0%	92	0.6%
1961	1,903	11.1%	7,378	43.2%	5,725	33.5%	1,973	11.6%	96	0.6%
1962	1,647	10.4%	6,700	42.5%	5,425	34.4%	1,876	11.9%	134	0.8%
1963	1,296	9.0%	5,781	40.2%	5,115	35.6%	2,031	14.1%	151	1.1%
1964	1,093	8.1%	5,202	38.5%	5,051	37.4%	2,003	14.9%	152	1.1%
1965	1,007	7.5%	5,067	37.5%	5,266	39.0%	2,005	14.8%	169	1.2%
1966	932	7.1%	4,569	35.0%	5,332	40.8%	2,042	15.7%	186	1.4%
1967	814	6.6%	4,434	35.9%	4,896	39.6%	2,045	16.5%	175	1.4%
1968	481	5.0%	3,332	34.6%	4,016	41.7%	1,686	17.5%	121	1.2%
1969	416	4.6%	3,000	32.8%	3,776	41.2%	1,807	19.7%	155	1.7%
1970	430	4.0%	3,197	29.7%	4,392	40.9%	2,450	22.8%	279	2.6%
1971	392	3.8%	2,806	27.2%	4,413	42.7%	2,423	23.5%	292	2.8%
1972	394	4.1%	2,497	26.1%	4,149	43.4%	2,236	23.4%	290	3.0%
1973	285	3.0%	2,434	26.1%	3,908	41.8%	2,375	25.4%	343	3.7%
1974	304	3.1%	2,150	21.7%	4,279	43.1%	2,755	27.8%	427	4.3%
1975	292	2.5%	2,226	19.5%	4,986	43.6%	3,459	30.3%	469	4.1%
1976	122	1.3%	1,750	18.2%	4,304	44.7%	3,029	31.4%	423	4.4%
1977	102	1.3%	1,283	16.2%	3,476	43.9%	2,708	34.2%	350	4.4%
1978	76	1.2%	928	14.0%	2,708	40.9%	2,593	39.2%	314	4.7%
1979	62	0.8%	954	12.6%	2,914	38.5%	3,216	42.5%	418	5.6%
1980	72	0.6%	1,243	10.6%	4,367	37.2%	5,417	46.1%	643	5.5%
1981	118	0.7%	1,862	11.1%	6,253	37.2%	7,648	45.6%	913	5.4%
1982	141	0.6%	2,789	11.2%	8,579	34.4%	11,737	47.1%	1,662	6.7%
1983	1,065	3.4%	4,167	13.3%	10,340	33.0%	13,851	44.2%	1,911	6.1%
1984	9,045	17.4%	2,907	5.6%	7,666	14.7%	19,400	37.3%	13,060	25.1%
1985 p	10,878	19.1%	2,688	4.7%	7,348	12.9%	19,519	34.2%	16,634	29.1%

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Failures by States and Regions Totals and Rates

	Number of failures			Failure rate per 10,000 listed concerns			Number of failures			Failure rate per 10,000 listed concerns	
	1984	1985 p	% Change	1984	1985 p		1984	1985 p	% Change	1984	1985 p
New England	1,203	1,229	2.2%	43.5	43.2	East South Central	3,271	3,262	-0.3%	130.4	127.6
Maine	105	80	-23.8%	45.3	33.2	Kentucky	787	972	23.5%	119.4	139.9
New Hampshire	102	60	-41.2%	46.8	26.8	Tennessee	1,326	1,213	-8.5%	164.0	148.2
Vermont	55	38	-30.9%	44.2	29.5	Alabama	771	607	-21.3%	123.9	97.2
Massachusetts	513	685	33.5%	41.7	54.5	Mississippi	387	470	21.4%	92.4	112.2
Connecticut	324	308	-4.9%	43.8	39.8						
Rhode Island	104	58	-44.2%	47.4	26.2	West South Central	5,364	7,914	47.5%	97.4	141.7
						Arkansas	573	618	7.9%	120.2	128.7
Middle Atlantic	5,132	4,485	-12.6%	65.0	55.6	Oklahoma	825	1,015	23.0%	105.5	131.8
New York	2,358	1,866	-20.9%	60.1	46.6	Louisiana	858	1,389	61.9%	102.9	163.6
New Jersey	1,005	981	-2.4%	59.6	58.0	Texas	3,108	4,892	57.4%	91.0	140.3
Pennsylvania	1,769	1,638	-7.4%	77.4	69.1						
						Mountain	4,760	5,322	11.8%	161.7	175.7
East North Central	8,930	9,952	11.4%	109.8	119.0	Montana	177	194	9.6%	71.6	75.8
Ohio	2,606	2,447	-6.1%	131.6	120.3	Idaho	175	203	16.0%	79.6	88.6
Indiana	853	1,236	44.9%	88.7	123.6	Wyoming	243	274	12.8%	180.5	196.7
Illinois	2,646	3,388	28.0%	106.0	134.6	Colorado	2,340	2,654	13.4%	301.0	326.3
Michigan	1,806	1,457	-19.3%	105.5	82.3	New Mexico	245	357	45.7%	90.5	128.1
Wisconsin	1,019	1,424	39.7%	103.7	136.4	Arizona	691	698	1.0%	93.8	89.2
						Utah	522	580	11.1%	166.5	176.1
West North Central	3,264	4,887	49.7%	78.3	114.4	Nevada	367	362	-1.4%	192.9	180.5
Minnesota	599	510	-14.9%	58.6	48.2						
Iowa	395	832	110.6%	60.1	125.1	Pacific	13,921	13,454	-3.4%	185.2	173.9
Missouri	1,275	1,246	-2.3%	116.2	111.7	Alaska	105	176	67.6%	79.1	124.6
North Dakota	117	94	-19.7%	70.1	55.1	Hawaii	225	246	9.3%	107.3	115.6
South Dakota	60	145	141.7%	32.5	78.7	Washington	1,406	1,634	16.2%	143.6	160.1
Nebraska	106	485	357.5%	25.4	112.8	Oregon	1,751	1,141	-34.8%	273.1	172.7
Kansas	712	1,575	121.2%	114.5	243.6	California	10,434	10,257	-1.7%	187.9	179.9
South Atlantic	6,233	6,562	5.3%	83.6	88.2	Total United States	52,078	57,067	9.6%	107	114
Maryland	532	453	-14.8%	64.6	55.7						
Delaware	62	46	-25.8%	53.9	38.6						
District of Columbia	66	61	-7.6%	35.1	34.3						
Virginia	916	991	8.2%	97.2	106.1						
West Virginia	339	366	8.0%	120.3	129.1						
North Carolina	763	663	-13.1%	75.3	64.6						
South Carolina	246	235	-4.5%	46.5	45.5						
Georgia	721	955	32.5%	64.0	87.2						
Florida	2,588	2,792	7.9%	106.2	112.7						

p = preliminary

Business Failures by 25 Largest Cities

	1984		1985 p		% Change	
	Number	Liabilities	Number	Liabilities	Number	Liabilities
New York, NY	478	\$247,209,544	502	\$771,930,998	5.0%	212.3%
Chicago, IL	599	221,245,743	677	287,785,648	13.0%	30.1%
Los Angeles, CA	1,087	1,018,914,839	1,011	613,438,950	-7.0%	-39.8%
Philadelphia, PA	203	62,600,922	182	265,172,410	-10.3%	323.6%
Detroit, MI	222	131,854,513	143	62,425,619	-35.6%	-52.7%
Houston, TX	790	3,655,434,637	1,502	1,498,439,799	90.1%	-59.0%
Baltimore, MD	207	31,398,650	160	52,284,154	-22.7%	66.5%
Dallas, TX	326	110,310,429	380	1,037,263,944	16.6%	840.3%
Washington, DC	66	21,683,500	61	27,930,099	-7.6%	28.8%
Cleveland, OH	225	214,887,069	219	38,927,750	-2.7%	-81.9%
Indianapolis, IN	128	116,558,122	163	42,284,529	27.3%	-63.7%
Milwaukee, WI	162	25,421,071	261	49,804,473	61.1%	95.9%
San Francisco, CA	167	51,740,264	200	101,995,254	19.8%	97.1%
San Diego, CA	460	83,222,294	613	72,505,467	33.3%	-12.9%
San Antonio, TX	168	58,434,596	157	72,519,038	-6.5%	24.1%
Boston, MA	65	45,765,241	74	31,087,497	13.8%	-32.1%
Memphis, TN	183	43,646,181	183	35,346,385	0.0%	-19.0%
St. Louis, MO	135	4,187,214	72	437,445	-46.7%	-89.6%
New Orleans, LA	88	38,659,365	147	118,987,552	67.0%	207.8%
Phoenix, AZ	227	82,553,025	244	284,312,784	7.5%	244.4%
Columbus, OH	315	35,177,184	316	55,951,573	0.3%	59.1%
Seattle, WA	219	95,342,964	282	518,512,665	28.8%	443.8%
Jacksonville, FL	141	24,940,308	113	13,296,020	-19.9%	-46.7%
Pittsburgh, PA	165	24,197,190	174	121,083,974	5.5%	400.4%
Denver, CO	561	399,371,304	633	840,052,578	12.8%	110.3%
Total 25 Cities	7,387	\$6,844,756,169	8,469	\$7,013,776,605	14.6%	2.5%
Balance of Country	44,691	\$22,423,890,702	48,598	\$26,362,091,356	8.7%	17.6%
Total United States	52,078	\$29,268,646,871	57,067	\$33,375,867,961	9.6%	14.0%

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Business Failures by Industry

	1984		1985 p		% Change		Failure rate per 10,000 listed concerns	
	Number	Liabilities	Number	Liabilities	Number	Liabilities	1984	1985 p
Agriculture, Forestry & Fishing								
Agricultural production-crops	1,033	\$519,621,216	1,651	\$691,206,413	59.8%	33.0%	200	306
Agricultural production-livestock	533	235,693,374	574	217,858,286	7.7%	-7.6%	194	201
Agricultural services	391	78,948,023	429	100,351,867	9.7%	27.1%	83	84
Forestry	3	3,066,288	16	3,624,385	433.3%	18.2%	22	111
Fishing, hunting & trapping	28	21,577,019	25	10,900,453	-10.7%	-49.5%	149	132
Total Agriculture, Forestry & Fishing	1,988	\$858,905,920	2,695	\$1,023,941,404	35.6%	19.2%	154	197
Mining								
Metal mining	26	\$11,546,427	36	\$32,993,984	38.5%	185.8%	186	271
Anthracite mining	1	0	5	21,725,972	400.0%	0.0%	42	215
Bituminous coal & lignite mining	165	134,651,280	160	205,748,216	-3.0%	52.8%	397	398
Oil & gas extraction	511	2,045,570,139	565	1,718,451,499	10.6%	-16.0%	164	177
Nonmetallic mineral mining, except fuel	41	18,622,933	28	79,158,624	-31.7%	325.1%	109	76
Total Mining	744	\$2,210,390,779	794	\$2,058,078,295	6.7%	-6.9%	182	193
Construction								
General contractors & operative builders	2,474	\$771,336,509	2,740	\$1,153,988,438	10.8%	49.6%	106	114
Construction other than buildings	483	255,228,373	420	107,540,173	-13.0%	-57.9%	136	115
Special trade contractors	3,979	624,900,497	3,796	766,694,019	-4.6%	22.7%	113	103
Total Construction	6,936	\$1,651,465,379	6,956	\$2,028,222,630	0.3%	22.8%	112	108
Manufacturing								
Food & kindred products	263	\$230,663,289	258	\$694,729,953	-1.9%	201.2%	129	125
Tobacco manufacturers	0	0	0	0	0.0%	0.0%	0	0
Textile mill products	88	37,944,683	111	194,542,678	26.1%	412.7%	104	130
Apparel & other textile products	392	120,518,178	334	154,964,107	-14.8%	28.6%	147	127
Lumber & wood products	421	159,139,964	411	221,717,149	-2.4%	39.3%	140	134
Furniture & fixtures	261	151,917,075	237	158,876,950	-9.2%	4.6%	181	162
Paper & allied products	49	94,555,447	55	40,513,672	12.2%	-57.2%	90	100
Printing & publishing	635	96,012,383	657	164,479,798	3.5%	71.3%	93	94
Chemicals & allied products	169	133,959,017	173	684,738,817	2.4%	411.2%	123	126
Petroleum refining	41	1,046,948,995	26	115,576,654	-36.6%	-89.0%	227	145
Rubber & misc. plastic products	181	156,211,797	159	106,810,507	-12.2%	-31.6%	137	118
Leather & leather products	64	12,676,155	49	70,286,042	-23.4%	454.5%	173	136
Stone, clay & glass products	149	95,470,996	160	268,492,941	7.4%	181.2%	91	98
Primary metal industries	110	84,113,874	121	431,613,972	10.0%	413.1%	152	168
Fabricated metal products	538	232,597,935	478	317,024,395	-11.2%	36.3%	140	124
Machinery, except electrical	741	463,398,397	723	723,670,970	-2.4%	56.2%	113	110
Electrical & electronic equipment	296	240,820,750	329	413,502,951	11.1%	71.7%	141	154
Transportation equipment	226	176,298,563	192	598,657,743	-15.0%	239.6%	193	161
Instruments & related products	123	120,006,449	108	90,153,703	-12.2%	-24.9%	96	83
Misc. manufacturing industries	268	90,595,449	275	143,195,548	2.6%	58.1%	101	103
Total Manufacturing	5,015	\$3,743,849,396	4,856	\$5,593,548,550	-3.2%	49.4%	124	119

p = preliminary

	1984		1985 p		% Change		Failure rate per 10,000 listed concerns	
	Number	Liabilities	Number	Liabilities	Number	Liabilities	1984	1985 p
Transportation & Public Utilities								
Railroad transportation	2	\$10,000,000	9	\$3,270,163	350.0%	-67.3%	37	170
Local & interurban passenger transportation	106	16,493,879	147	42,650,201	38.7%	158.6%	94	126
Trucking & warehousing	1,475	538,930,897	1,607	693,453,722	8.9%	28.7%	173	182
U.S. Postal Service	0	0	0	0	0.0%	0.0%	0	0
Water transportation	181	111,545,359	109	95,244,849	-39.8%	-14.6%	214	128
Air transportation	93	559,457,595	104	519,978,175	11.8%	-7.1%	135	146
Pipelines, except natural gas	1	59,434	0	0	-100.0%	-100.0%	48	0
Transportation services	249	84,696,867	311	146,933,544	24.9%	73.5%	100	119
Communication	116	69,330,646	172	247,314,004	48.3%	256.7%	87	123
Electric, gas & sanitary services	62	617,219,944	57	92,288,368	-8.1%	-85.0%	56	48
Total Transportation & Public Utilities	2,285	\$2,007,734,621	2,516	\$1,841,133,026	10.1%	-8.3%	141	150
Wholesale Trade								
Durable Goods								
Motor vehicles & automotive equipment	342	\$68,927,557	385	\$137,111,592	12.6%	98.9%	79	88
Furniture & home furnishings	141	32,512,691	208	60,902,692	47.5%	87.3%	90	127
Lumber & construction materials	256	69,014,351	219	95,206,047	-14.5%	38.0%	122	102
Sporting goods, toys & hobby goods	111	91,738,931	104	28,678,067	-6.3%	-68.7%	113	104
Metals & minerals, except petroleum	121	86,142,261	114	637,980,761	-5.8%	640.6%	129	120
Electrical goods	308	186,674,795	316	78,063,039	2.6%	-58.2%	103	103
Hardware, plumbing & heating equipment	218	57,272,692	216	196,326,323	-0.9%	242.8%	102	100
Machinery, equipment & supplies	1,298	507,033,304	1,262	661,547,156	-2.8%	30.5%	119	113
Miscellaneous durable goods	323	90,097,861	302	182,753,151	-6.5%	102.8%	102	95
Total Durable Goods	3,118	\$1,189,414,443	3,126	\$2,078,568,828	0.3%	74.8%	107	106
Nondurable Goods								
Paper & paper products	107	\$13,891,184	132	\$60,584,641	23.4%	336.1%	83	98
Drugs, proprietaries & sundries	51	8,294,864	45	81,518,714	-11.8%	882.8%	112	96
Apparel, piece goods & notions	196	35,736,287	174	78,981,913	-11.2%	121.0%	97	84
Groceries & related products	562	316,639,185	519	185,325,743	-7.7%	-41.5%	133	121
Farm-product raw materials	85	90,871,534	96	58,274,480	12.9%	-35.9%	74	85
Chemicals & allied products	90	91,836,552	74	15,724,006	-17.8%	-82.9%	98	80
Petroleum & petroleum products	155	1,688,732,842	119	222,237,338	-23.2%	-86.8%	86	67
Beer, wine & distilled beverages	25	6,730,065	54	16,406,763	116.0%	143.8%	42	93
Miscellaneous nondurable goods	493	125,633,501	474	100,262,555	-3.9%	-20.2%	95	90
Total Nondurable Goods	1,764	\$2,378,366,014	1,687	\$819,316,153	-4.4%	-65.6%	100	94
Total Wholesale Trade	4,882	\$3,567,780,457	4,813	\$2,897,884,981	-1.4%	-18.8%	104	101

p = preliminary

	1984		1985 p		% Change		Failure rate per 10,000 listed concerns	
	Number	Liabilities	Number	Liabilities	Number	Liabilities	1984	1985 p
Retail Trade								
Building materials & garden supplies	772	\$129,138,830	787	\$729,857,656	1.9%	465.2%	97	99
General merchandise stores	214	171,270,953	206	108,967,185	-3.7%	-36.4%	75	70
Food stores	1,281	229,304,702	1,300	216,321,938	1.5%	-5.7%	96	96
Automotive dealers & service stations	1,321	354,353,369	1,383	285,841,697	4.7%	-19.3%	77	80
Apparel & accessory stores	2,027	266,923,555	1,807	188,239,179	-10.9%	-29.5%	180	161
Furniture & home furnishing stores	1,531	223,436,330	1,410	212,291,906	-7.9%	-5.0%	122	112
Eating & drinking places	3,579	543,921,423	3,335	615,730,014	-6.8%	13.2%	158	145
Miscellaneous Retail Trade								
Drug & proprietary stores	147	18,306,279	139	14,528,719	-5.4%	-20.6%	41	38
Liquor stores	214	43,263,051	204	46,888,802	-4.7%	8.4%	74	70
Used merchandise stores	98	14,246,699	143	17,189,575	45.9%	20.7%	43	61
Sporting goods	461	43,483,194	379	39,585,976	-17.8%	-9.0%	127	102
Book stores	80	7,744,005	64	4,055,876	-20.0%	-47.6%	94	72
Stationery stores	84	6,884,031	87	7,728,176	3.6%	12.3%	102	104
Jewelry stores	275	68,043,771	211	37,987,841	-23.3%	-44.2%	116	87
Hobby, toy & game shops	90	16,119,496	79	6,934,193	-12.2%	-57.0%	117	100
Camera & photographic supply stores	54	8,378,493	61	7,120,732	13.0%	-15.0%	147	171
Gift, novelty & souvenir shops	283	17,463,246	311	22,943,220	9.9%	31.4%	78	82
Luggage & leather goods stores	14	1,026,050	17	571,085	21.4%	-44.3%	85	102
Sewing, needlework & piece goods	90	6,942,757	75	4,869,870	-16.7%	-29.9%	72	60
Nonstore retailers	186	28,232,307	181	23,570,107	-2.7%	-16.5%	104	97
Fuel & ice dealers	39	9,730,971	42	9,319,972	7.7%	-4.2%	35	38
Other retail stores	947	177,209,298	1,197	237,784,025	26.4%	34.2%	105	127
Total Miscellaneous Retail Trade	3,062	\$467,073,648	3,190	\$481,078,169	4.2%	3.0%	89	90
Total Retail Trade	13,787	\$2,385,422,810	13,418	\$2,838,327,744	-2.7%	19.0%	113	108
Finance, Insurance & Real Estate								
Banking	100	\$2,909,287,499	140	\$2,465,979,992	40.0%	-15.2%	50	71
Credit agencies, except banks	162	2,152,940,293	186	1,697,110,401	14.8%	-21.2%	49	56
Security, commodity brokers & services	164	59,580,985	177	827,078,563	7.9%	1288.2%	131	137
Insurance carriers	38	65,818,659	45	356,309,718	18.4%	441.4%	44	50
Insurance agents, brokers & services	229	76,775,138	259	52,915,279	13.1%	-31.1%	51	23
Real estate	1,492	3,103,786,898	1,632	1,850,283,045	9.4%	-40.4%	69	73
Combined real estate, insurance, etc.	6	595,301	4	133,166	-33.3%	-77.6%	39	27
Holding & other investment offices	201	181,221,992	215	241,557,246	7.0%	33.3%	107	114
Total Finance, Insurance & Real Estate	2,392	\$8,550,006,765	2,658	\$7,491,367,410	11.1%	-12.4%	67	62

p = preliminary

	1984		1985 p		% Change		Failure rate per 10,000 listed concerns	
	Number	Liabilities	Number	Liabilities	Number	Liabilities	1984	1985 p
Services								
Hotels & other lodging places	245	\$166,285,166	304	\$189,566,513	24.1%	14.0%	52	63
Personal Services								
Laundry, cleaning & garment services	237	26,727,283	253	21,566,660	6.8%	-19.3%	55	57
Photographic portrait studios	67	10,620,485	62	4,100,584	-7.5%	-61.4%	82	75
Beauty shops	252	13,845,660	308	31,210,719	22.2%	125.4%	66	76
Barber shops	34	953,184	52	2,604,399	52.9%	173.2%	57	85
Shoe repair & hat cleaning shops	22	867,859	23	1,945,098	4.5%	124.1%	46	45
Funeral services & crematories	26	5,921,767	29	4,886,876	11.5%	-17.5%	17	19
Miscellaneous personal services	319	55,945,854	308	130,180,930	-3.4%	132.7%	280	251
Total Personal Services	957	\$114,882,092	1,035	\$196,495,266	8.2%	71.0%	75	79
Business Services								
Advertising	252	\$30,087,303	223	\$37,901,777	-11.5%	26.0%	128	109
Consumer credit reporting & collection	26	2,035,281	29	5,054,356	11.5%	148.3%	65	72
Mail, reproduction & steno services	199	13,661,724	223	18,837,965	12.1%	37.9%	89	93
Services to buildings	337	28,153,109	421	29,234,000	24.9%	3.8%	146	171
News syndicates	7	358,508	5	256,314	-28.6%	-28.5%	304	205
Personnel supply services	115	19,381,194	97	20,369,747	-15.7%	5.1%	110	92
Computer & data processing services	297	97,453,162	371	117,084,834	24.9%	20.1%	127	143
Miscellaneous business services	2,505	979,823,114	4,651	3,283,598,635	85.7%	235.1%	159	280
Total Business Services	3,738	\$1,170,953,395	6,020	\$3,512,337,628	61.0%	200.0%	143	218
Miscellaneous Services								
Automotive repair, services & garages	1,251	\$165,469,610	1,328	\$143,492,272	6.2%	-13.3%	101	103
Miscellaneous repair services	691	76,148,973	719	65,832,087	4.1%	-13.5%	65	66
Motion pictures, amusement & recreation	668	267,880,492	661	789,847,903	-1.0%	194.9%	105	98
Health services	569	213,687,383	570	227,519,373	0.2%	6.5%	20	19
Legal services	135	932,546,414	192	61,041,132	42.2%	-93.5%	11	15
Educational services	119	23,489,166	103	48,722,544	-13.4%	107.4%	22	18
Social services	135	22,252,993	202	101,713,818	49.6%	357.1%	53	73
Museum, botanical & zoological gardens	4	648,061	6	2,028,909	50.0%	213.1%	30	43
Membership organizations	72	13,165,430	70	35,554,827	-2.8%	170.1%	11	10
Private households	15	6,515,652	8	1,667,298	-46.7%	-74.4%	453	242
Engineering & architectural services	216	84,613,000	334	138,529,113	54.6%	63.7%	54	79
Noncommercial research organizations	5	74,662	1	11,749	-80.0%	-84.3%	27	5
Accounting, auditing & bookkeeping services	158	25,184,666	160	31,578,369	1.3%	25.4%	61	30
Other services	3,809	772,269,876	4,913	1,545,892,400	29.0%	100.2%	—	—
Total Miscellaneous Services	7,847	\$2,603,946,378	9,267	\$3,193,431,794	18.1%	22.6%	75	94
Total Services	12,707	\$4,056,067,031	16,626	\$7,091,831,201	30.0%	74.8%	86	115
Total Public Administration	16	\$10,083,517	11	\$2,803,299	-31.3%	-72.2%	—	—
Nonclassifiable Establishments	1,246	\$224,940,196	1,724	\$508,729,421	38.4%	126.2%	—	—
Total United States	52,078	\$29,268,646,871	57,067	\$33,375,867,961	9.6%	14.0%	107	114

p = preliminary

Business Failures by Industry Sector by State and Region

	Agriculture, forestry & fishing	Mining	Construction	Manufacturing	Transportation & public utilities	Wholesale trade	Retail trade	Finance, insurance & real estate	Services	Unclassifiable establishments	Total
New England Region											
Maine											
1984	0	0	14	10	2	15	44	3	17	0	105
1985 p	0	0	9	12	2	6	37	1	13	0	80
% Change	0.0%	0.0%	-35.7%	20.0%	0.0%	-60.0%	-15.9%	-66.7%	-23.5%	0.0%	-23.8%
New Hampshire											
1984	0	0	8	14	3	10	34	1	32	0	102
1985 p	0	0	6	14	2	8	9	2	19	0	60
% Change	0.0%	0.0%	-25.0%	0.0%	-33.3%	-20.0%	-73.5%	100.0%	-40.6%	0.0%	-41.2%
Vermont											
1984	0	0	8	7	3	1	15	3	11	7	55
1985 p	1	0	4	4	2	1	9	0	17	-0	38
% Change	—	0.0%	-50.0%	-42.9%	-33.3%	0.0%	-40.0%	-100.0%	54.5%	Δ 100.0%	-30.9%
Massachusetts											
1984	2	0	50	96	16	68	144	13	122	2	513
1985 p	2	0	49	109	22	81	159	13	250	0	685
% Change	0.0%	0.0%	-2.0%	13.5%	37.5%	19.1%	10.4%	0.0%	104.9%	-100.0%	33.5%
Connecticut											
1984	5	1	41	69	13	36	112	9	38	0	324
1985 p	2	0	34	81	12	27	106	5	40	1	308
% Change	-60.0%	-100.0%	-17.1%	17.4%	-7.7%	-25.0%	-5.4%	-44.4%	5.3%	—	-4.9%
Rhode Island											
1984	0	0	7	27	7	12	33	1	17	0	104
1985 p	0	0	5	11	0	4	20	1	17	0	58
% Change	0.0%	0.0%	-28.6%	-59.3%	-100.0%	-66.7%	-39.4%	0.0%	0.0%	0.0%	-44.2%
Total New England											
1984	7	1	128	223	44	142	382	30	237	9	1,203
1985 p	5	0	107	231	40	127	340	22	356	1	1,229
% Change	-28.6%	-100.0%	-16.4%	3.6%	-9.1%	-10.6%	-11.0%	-26.7%	50.2%	-88.9%	2.2%

p = preliminary

	Agriculture, forestry & fishing	Mining	Construction	Manufacturing	Transportation & public utilities	Wholesale trade	Retail trade	Finance, insurance & real estate	Services	Unclassifiable establishments	Total
Middle Atlantic Region											
New York											
1984	17	3	182	386	95	335	871	70	342	57	2,358
1985 p	10	3	137	280	70	236	573	60	400	97	1,866
% Change	-41.2%	0.0%	-24.7%	-27.5%	-26.3%	-29.6%	-34.2%	-14.3%	17.0%	70.2%	-20.9%
New Jersey											
1984	12	2	120	159	83	126	324	39	140	0	1,005
1985 p	13	0	115	145	68	128	224	40	220	28	981
% Change	8.3%	-100.0%	-4.2%	-8.8%	-13.1%	1.6%	-30.9%	2.6%	57.1%	—	-2.4%
Pennsylvania											
1984	48	35	223	193	85	157	605	70	288	65	1,769
1985 p	43	18	242	208	66	162	485	53	336	25	1,638
% Change	-10.4%	-48.6%	8.5%	7.8%	-22.4%	3.2%	-19.8%	-24.3%	16.7%	-61.5%	-7.4%
Total Middle Atlantic											
1984	77	40	525	738	263	618	1,800	179	770	122	5,132
1985 p	66	21	494	633	204	526	1,282	153	956	150	4,485
% Change	-14.3%	-47.5%	-5.9%	-14.2%	-22.4%	-14.9%	-28.8%	-14.5%	24.2%	23.0%	-12.6%
East North Central Region											
Ohio											
1984	109	30	388	205	115	179	635	104	476	365	2,606
1985 p	108	33	324	215	128	204	607	81	580	167	2,447
% Change	-0.9%	10.0%	-16.5%	4.9%	11.3%	14.0%	-4.4%	-22.1%	21.8%	-54.3%	-6.1%
Indiana											
1984	34	5	149	107	36	110	250	14	140	8	853
1985 p	110	3	148	131	65	129	339	33	277	1	1,236
% Change	223.5%	-40.0%	-0.7%	22.4%	80.6%	17.3%	35.6%	135.7%	97.9%	-87.5%	44.9%
Illinois											
1984	74	7	317	241	134	242	857	82	666	26	2,646
1985 p	103	7	362	255	144	276	866	162	1,140	73	3,388
% Change	39.2%	0.0%	14.2%	5.8%	7.5%	14.0%	1.1%	97.6%	71.2%	180.8%	28.0%
Michigan											
1984	75	8	242	234	61	174	550	81	364	17	1,806
1985 p	58	4	163	178	60	132	431	31	398	2	1,457
% Change	-22.7%	-50.0%	-32.6%	-23.9%	-1.6%	-24.1%	-21.6%	-61.7%	9.3%	-88.2%	-19.3%
Wisconsin											
1984	41	2	120	101	40	96	385	24	204	6	1,019
1985 p	73	1	119	91	65	107	371	30	567	0	1,424
% Change	78.0%	-50.0%	-0.8%	-9.9%	62.5%	11.5%	-3.6%	25.0%	177.9%	-100.0%	39.7%
Total East North Central											
1984	333	52	1,216	888	386	801	2,677	305	1,850	422	8,930
1985 p	452	48	1,116	870	462	848	2,614	337	2,962	243	9,952
% Change	35.7%	-7.7%	-8.2%	-2.0%	19.7%	5.9%	-2.4%	10.5%	60.1%	-42.4%	11.4%

p = preliminary

	Agriculture, forestry & fishing	Mining	Construction	Manufacturing	Transportation & public utilities	Wholesale trade	Retail trade	Finance, insurance & real estate	Services	Unclassifiable establishments	Total
West North Central Region											
Minnesota											
1984	11	0	93	76	17	79	224	13	86	0	599
1985 p	9	0	63	68	16	82	191	16	64	1	510
% Change	-18.2%	0.0%	-32.3%	-10.5%	-5.9%	3.8%	-14.7%	23.1%	-25.6%	—	-14.9%
Iowa											
1984	112	1	50	24	25	39	101	11	31	1	395
1985 p	288	1	71	42	34	62	172	18	142	2	832
% Change	157.1%	0.0%	42.0%	75.0%	36.0%	59.0%	70.3%	63.6%	358.1%	100.0%	110.6%
Missouri											
1984	286	3	163	82	65	110	319	33	213	1	1,275
1985 p	247	3	137	62	97	101	250	39	310	0	1,246
% Change	-13.6%	0.0%	-16.0%	-24.4%	49.2%	-8.2%	-21.6%	18.2%	45.5%	-100.0%	-2.3%
North Dakota											
1984	12	2	14	7	7	18	42	5	10	0	117
1985 p	6	5	12	6	4	9	36	1	15	0	94
% Change	-50.0%	150.0%	-14.3%	-14.3%	-42.9%	-50.0%	-14.3%	-80.0%	50.0%	0.0%	-19.7%
South Dakota											
1984	10	0	6	6	3	5	20	2	8	0	60
1985 p	39	1	17	9	5	14	29	4	27	0	145
% Change	290.0%	—	183.3%	50.0%	66.7%	180.0%	45.0%	100.0%	237.5%	0.0%	141.7%
Nebraska											
1984	4	0	32	7	8	16	23	8	8	0	106
1985 p	99	3	49	18	20	37	90	16	152	1	485
% Change	2375.0%	—	53.1%	157.1%	150.0%	131.3%	291.3%	100.0%	1800.0%	—	357.5%
Kansas											
1984	91	27	109	40	38	65	191	19	132	0	712
1985 p	296	38	191	60	87	83	350	57	411	2	1,575
% Change	225.3%	40.7%	75.2%	50.0%	128.9%	27.7%	83.2%	200.0%	211.4%	—	121.2%
Total West North Central											
1984	526	33	467	242	163	332	920	91	488	2	3,264
1985 p	984	51	540	265	263	388	1,118	151	1,121	6	4,887
% Change	87.1%	54.5%	15.6%	9.5%	61.3%	16.9%	21.5%	65.9%	129.7%	200.0%	49.7%

p = preliminary

	Agriculture, forestry & fishing	Mining	Construction	Manufacturing	Transportation & public utilities	Wholesale trade	Retail trade	Finance, insurance & real estate	Services	Unclassifiable establishments	Total
South Atlantic Region											
Maryland											
1984	11	4	102	41	25	43	144	19	102	41	532
1985 p	2	0	82	30	26	32	125	21	93	42	453
% Change	-81.8%	-100.0%	-19.6%	-26.8%	4.0%	-25.6%	-13.2%	10.5%	-8.8%	2.4%	-14.8%
Delaware											
1984	1	0	5	9	0	3	27	2	14	1	62
1985 p	0	0	5	5	4	3	23	1	5	0	46
% Change	-100.0%	0.0%	0.0%	-44.4%	—	0.0%	-14.8%	-50.0%	-64.3%	-100.0%	-25.8%
District of Columbia											
1984	0	0	1	5	3	4	22	6	12	13	66
1985 p	0	0	1	2	3	2	17	3	16	17	61
% Change	0.0%	0.0%	0.0%	-60.0%	0.0%	-50.0%	-22.7%	-50.0%	33.3%	30.8%	-7.6%
Virginia											
1984	46	31	175	45	67	68	251	31	186	16	916
1985 p	52	35	198	54	72	51	245	40	215	29	991
% Change	13.0%	12.9%	13.1%	20.0%	7.5%	-25.0%	-2.4%	29.0%	15.6%	81.3%	8.2%
West Virginia											
1984	8	34	32	24	17	24	119	8	64	9	339
1985 p	10	36	43	15	28	31	107	11	84	1	366
% Change	25.0%	5.9%	34.4%	-37.5%	64.7%	29.2%	-10.1%	37.5%	31.3%	-88.9%	8.0%
North Carolina											
1984	33	1	106	107	22	80	252	18	134	10	763
1985 p	14	1	99	82	32	59	214	13	146	3	663
% Change	-57.6%	0.0%	-6.6%	-23.4%	45.5%	-26.3%	-15.1%	-27.8%	9.0%	-70.0%	-13.1%
South Carolina											
1984	11	0	36	27	10	29	97	7	29	0	246
1985 p	10	0	33	32	10	24	94	4	28	0	235
% Change	-9.1%	0.0%	-8.3%	18.5%	0.0%	-17.2%	-3.1%	-42.9%	-3.4%	0.0%	-4.5%
Georgia											
1984	20	0	55	60	27	75	143	10	331	0	721
1985 p	16	0	80	58	31	48	109	14	599	0	955
% Change	-20.0%	0.0%	45.5%	-3.3%	14.8%	-36.0%	-23.8%	40.0%	81.0%	0.0%	32.5%
Florida											
1984	32	3	314	211	76	322	586	78	959	7	2,588
1985 p	25	3	342	212	67	308	620	83	1,127	5	2,792
% Change	-21.9%	0.0%	8.9%	0.5%	-11.8%	-4.3%	5.8%	6.4%	17.5%	-28.6%	7.9%
Total South Atlantic											
1984	162	73	826	529	247	648	1,641	179	1,831	97	6,233
1985 p	129	75	883	490	273	558	1,554	190	2,313	97	6,562
% Change	-20.4%	2.7%	6.9%	-7.4%	10.5%	-13.9%	-5.3%	6.1%	26.3%	0.0%	5.3%

p = preliminary

	Agriculture, forestry & fishing	Mining	Construction	Manufacturing	Transportation & public utilities	Wholesale trade	Retail trade	Finance, insurance & real estate	Services	Unclassifiable establishments	Total
East South Central Region											
Kentucky											
1984	27	52	116	50	35	77	274	18	136	2	787
1985 p	119	72	134	50	34	91	275	23	174	0	972
% Change	340.7%	38.5%	15.5%	0.0%	-2.9%	18.2%	0.4%	27.8%	27.9%	-100.0%	23.5%
Tennessee											
1984	70	16	182	110	61	134	436	68	244	5	1,326
1985 p	38	8	163	104	57	110	386	54	292	1	1,213
% Change	-45.7%	-50.0%	-10.4%	-5.5%	-6.6%	-17.9%	-11.5%	-20.6%	19.7%	-80.0%	-8.5%
Alabama											
1984	30	9	110	77	34	61	249	16	181	4	771
1985 p	29	4	91	43	33	39	198	21	147	2	607
% Change	-3.3%	-55.6%	-17.3%	-44.2%	-2.9%	-36.1%	-20.5%	31.3%	-18.8%	-50.0%	-21.3%
Mississippi											
1984	30	8	38	25	16	40	152	24	54	0	387
1985 p	45	10	52	42	29	32	146	22	89	3	470
% Change	50.0%	25.0%	36.8%	68.0%	81.3%	-20.0%	-3.9%	-8.3%	64.8%	—	21.4%
Total East South Central											
1984	157	85	446	262	146	312	1,111	126	615	11	3,271
1985 p	231	94	440	239	153	272	1,005	120	702	6	3,262
% Change	47.1%	10.6%	-1.3%	-8.8%	4.8%	-12.8%	-9.5%	-4.8%	14.1%	-45.5%	-0.3%
West South Central Region											
Arkansas											
1984	77	4	71	35	16	56	164	23	125	2	573
1985 p	41	6	66	63	31	54	157	17	183	0	618
% Change	-46.8%	50.0%	-7.0%	80.0%	93.8%	-3.6%	-4.3%	-26.1%	46.4%	-100.0%	7.9%
Oklahoma											
1984	36	77	161	59	29	73	177	41	171	1	825
1985 p	53	61	156	51	60	61	202	105	266	0	1,015
% Change	47.2%	-20.8%	-3.1%	-13.6%	106.9%	-16.4%	14.1%	156.1%	55.6%	-100.0%	23.0%
Louisiana											
1984	37	39	118	43	131	73	245	40	132	0	858
1985 p	77	55	212	52	96	120	419	72	260	26	1,389
% Change	108.1%	41.0%	79.7%	20.9%	-26.7%	64.4%	71.0%	80.0%	97.0%	—	61.9%
Texas											
1984	47	178	574	352	137	438	706	130	475	71	3,108
1985 p	77	204	714	395	150	446	938	351	1,380	237	4,892
% Change	63.8%	14.6%	24.4%	12.2%	9.5%	1.8%	32.9%	170.0%	190.5%	233.8%	57.4%
Total West South Central											
1984	197	298	924	489	313	640	1,292	234	903	74	5,364
1985 p	248	326	1,148	561	337	681	1,716	545	2,089	263	7,914
% Change	25.9%	9.4%	24.2%	14.7%	7.7%	6.4%	32.8%	132.9%	131.3%	255.4%	47.5%

p = preliminary

	Agriculture, forestry & fishing	Mining	Construction	Manufacturing	Transportation & public utilities	Wholesale trade	Retail trade	Finance, insurance & real estate	Services	Unclassifiable establishments	Total
Mountain Region											
Montana											
1984	28	4	29	17	11	13	55	4	16	0	177
1985 p	14	2	28	19	6	20	63	11	31	0	194
% Change	-50.0%	-50.0%	-3.4%	11.8%	-45.5%	53.8%	14.5%	175.0%	93.8%	0.0%	9.6%
Idaho											
1984	9	2	30	14	12	25	50	7	26	0	175
1985 p	18	1	24	18	14	26	62	5	35	0	203
% Change	100.0%	-50.0%	-20.0%	28.6%	16.7%	4.0%	24.0%	-28.6%	34.6%	0.0%	16.0%
Wyoming											
1984	5	21	57	8	11	14	63	10	54	0	243
1985 p	22	21	43	14	7	10	61	14	82	0	274
% Change	340.0%	0.0%	-24.6%	75.0%	-36.4%	-28.6%	-3.2%	40.0%	51.9%	0.0%	12.8%
Colorado											
1984	107	62	414	125	97	150	566	176	642	1	2,340
1985 p	129	64	411	135	107	159	574	222	852	1	2,654
% Change	20.6%	3.2%	-0.7%	8.0%	10.3%	6.0%	1.4%	26.1%	32.7%	0.0%	13.4%
New Mexico											
1984	9	7	39	16	8	25	76	8	57	0	245
1985 p	8	13	53	25	8	20	98	19	110	3	357
% Change	-11.1%	85.7%	35.9%	56.3%	0.0%	-20.0%	28.9%	137.5%	93.0%	—	45.7%
Arizona											
1984	12	3	124	63	11	47	150	40	228	13	691
1985 p	17	8	102	55	28	43	110	33	280	22	698
% Change	41.7%	166.7%	-17.7%	-12.7%	154.5%	-8.5%	-26.7%	-17.5%	22.8%	69.2%	1.0%
Utah											
1984	11	16	85	49	26	51	137	52	94	1	522
1985 p	11	19	80	39	24	65	135	66	139	2	580
% Change	0.0%	18.8%	-5.9%	-20.4%	-7.7%	27.5%	-1.5%	26.9%	47.9%	100.0%	11.1%
Nevada											
1984	15	1	52	20	6	17	79	27	150	0	367
1985 p	7	8	33	15	16	19	66	26	172	0	362
% Change	-53.3%	700.0%	-36.5%	-25.0%	166.7%	11.8%	-16.5%	-3.7%	14.7%	0.0%	-1.4%
Total Mountain											
1984	196	116	830	312	182	342	1,176	324	1,267	15	4,760
1985 p	226	136	774	320	210	362	1,169	396	1,701	28	5,322
% Change	15.3%	17.2%	-6.7%	2.6%	15.4%	5.8%	-0.6%	22.2%	34.3%	86.7%	11.8%

p = preliminary

	Agriculture, forestry & fishing	Mining	Construction	Manufacturing	Transportation & public utilities	Wholesale trade	Retail trade	Finance, insurance & real estate	Services	Unclassifiable establishments	Total
Pacific Region											
Alaska											
1984	1	1	36	10	7	8	24	2	14	2	105
1985 p	4	2	52	17	10	15	48	7	19	2	176
% Change	300.0%	100.0%	44.4%	70.0%	42.9%	87.5%	100.0%	250.0%	35.7%	0.0%	67.6%
Hawaii											
1984	6	0	30	17	8	17	53	40	53	1	225
1985 p	5	0	21	19	16	14	61	53	57	0	246
% Change	-16.7%	0.0%	-30.0%	11.8%	100.0%	-17.6%	15.1%	32.5%	7.5%	-100.0%	9.3%
Washington											
1984	54	6	267	159	66	104	352	55	342	1	1,406
1985 p	90	3	297	144	79	140	439	68	367	7	1,634
% Change	66.7%	-50.0%	11.2%	-9.4%	19.7%	34.6%	24.7%	23.6%	7.3%	600.0%	16.2%
Oregon											
1984	14	2	106	85	29	60	144	26	1,285	0	1,751
1985 p	23	3	112	106	50	74	211	25	537	0	1,141
% Change	64.3%	50.0%	5.7%	24.7%	72.4%	23.3%	46.5%	-3.8%	-58.2%	0.0%	-34.8%
California											
1984	258	37	1,135	1,061	431	858	2,215	801	3,132	506	10,434
1985 p	232	35	972	961	419	808	1,861	591	3,446	932	10,257
% Change	-10.1%	-5.4%	-14.4%	-9.4%	-2.8%	-5.8%	-16.0%	-26.2%	10.0%	84.2%	-1.7
Total Pacific											
1984	333	46	1,574	1,332	541	1,047	2,788	924	4,826	510	13,921
1985 p	354	43	1,454	1,247	574	1,051	2,620	744	4,426	941	13,454
% Change	6.3%	-6.5%	-7.6%	-6.4%	6.1%	0.4%	-6.0%	-19.5%	-8.3%	84.5%	-3.4%
Total United States											
1984	1,988	744	6,936	5,015	2,285	4,882	13,787	2,392	12,787	1,262	52,078
1985 p	2,695	794	6,956	4,856	2,516	4,813	13,418	2,658	16,626	1,735	57,067
% Change	35.6%	6.7%	0.3%	-3.2%	10.1%	-1.4%	-2.7%	11.1%	30.0%	37.5%	9.6%

p = preliminary

Failures by Age of Business by Industry 1984, 1985 p

	Agriculture, forestry & fishing	Mining	Construction	Manufacturing	Transportation & public utilities	Wholesale trade	Retail trade	Finance, insurance & real estate	Services	Total
1984										
One year or less	11.1%	9.3%	9.2%	10.1%	14.2%	9.8%	16.2%	20.8%	24.5%	15.4%
Two years	7.1%	12.3%	9.2%	12.2%	10.7%	12.5%	15.4%	10.3%	14.3%	12.9%
Three years	7.0%	18.1%	9.0%	11.1%	10.8%	12.2%	12.7%	9.6%	11.8%	11.4%
Total Three Years or Less	25.2%	39.7%	27.4%	33.4%	35.7%	34.5%	44.3%	40.7%	50.6%	39.7%
Four years	9.2%	14.3%	9.1%	9.4%	9.7%	9.8%	9.8%	9.2%	9.9%	9.7%
Five years	5.9%	7.4%	8.0%	8.4%	7.6%	8.0%	7.9%	7.1%	6.7%	7.6%
Total Five Years or Less	40.3%	61.4%	44.5%	51.2%	53.0%	52.3%	62.0%	57.0%	67.2%	57.0%
Six years	5.7%	6.1%	8.5%	6.8%	7.0%	7.9%	6.7%	6.2%	5.6%	6.8%
Seven years	4.5%	7.7%	7.0%	6.2%	5.5%	6.0%	5.2%	4.8%	4.2%	5.5%
Eight years	5.0%	5.0%	6.1%	5.2%	4.4%	4.9%	4.7%	4.4%	3.3%	4.7%
Nine years	3.4%	3.6%	4.5%	4.6%	3.2%	4.2%	3.5%	3.2%	2.9%	3.7%
Ten years	3.8%	4.0%	3.9%	3.5%	3.5%	3.1%	2.4%	2.8%	2.4%	2.9%
Total Six to Ten Years	22.4%	26.4%	30.0%	26.3%	23.6%	26.1%	22.5%	21.4%	18.4%	23.6%
Over ten years	37.3%	12.2%	25.5%	22.5%	23.4%	21.6%	15.5%	21.6%	14.4%	19.4%
Total	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
1985 p										
One year or less	8.0%	9.4%	8.6%	11.2%	12.6%	10.3%	15.8%	16.2%	20.5%	14.5%
Two years	5.8%	14.5%	11.3%	13.1%	13.7%	13.2%	17.2%	12.4%	14.4%	14.1%
Three years	5.1%	12.2%	9.0%	11.7%	10.9%	11.3%	12.7%	8.6%	11.0%	11.0%
Total Three Years or Less	18.9%	36.1%	28.9%	36.0%	37.2%	34.8%	45.7%	37.2%	45.9%	39.6%
Four years	5.1%	12.5%	7.3%	9.0%	8.6%	8.7%	9.2%	7.3%	8.3%	8.4%
Five years	8.1%	13.5%	8.0%	7.2%	8.8%	8.7%	7.8%	10.4%	8.7%	8.3%
Total Five Years or Less	32.1%	62.1%	44.2%	52.2%	54.6%	52.2%	62.7%	54.9%	62.9%	56.3%
Six years	5.8%	6.2%	7.1%	6.2%	6.5%	6.9%	6.4%	6.6%	6.2%	6.5%
Seven years	5.0%	4.9%	6.3%	5.6%	5.4%	5.9%	15.0%	4.9%	4.9%	5.3%
Eight years	3.6%	3.2%	6.3%	4.6%	4.5%	4.2%	4.2%	3.8%	3.7%	4.4%
Nine years	4.3%	2.9%	5.8%	3.9%	4.2%	4.3%	3.8%	4.4%	3.6%	4.1%
Ten years	4.7%	2.9%	4.5%	3.6%	3.9%	3.8%	2.4%	2.9%	2.9%	3.2%
Total Six to Ten Years	23.4%	20.1%	30.0%	23.9%	24.5%	25.1%	21.8%	22.6%	21.3%	23.5%
Over ten years	44.5%	17.8%	25.8%	23.9%	20.9%	22.7%	15.5%	22.5%	15.8%	20.2%
Total	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

p = preliminary

Causes of Business Failures—1984

	Agriculture, forestry & fishing	Mining	Construction	Manufacturing	Transportation & public utilities	Wholesale trade	Retail trade	Finance, insurance & real estate	Services	Total
Neglect Causes	3.6%	1.5%	4.0%	3.0%	3.3%	3.4%	4.3%	3.1%	3.5%	3.6%
Bad habits	29.2%	45.5%	32.5%	28.5%	25.3%	28.0%	23.6%	28.0%	24.6%	26.9%
Business conflicts	5.6%	9.1%	9.3%	19.2%	17.3%	19.5%	13.8%	21.3%	10.6%	13.5%
Family problems	9.7%	0.0%	7.1%	5.3%	8.0%	5.5%	6.2%	8.0%	8.2%	6.9%
Lack of interest	12.5%	18.2%	13.6%	19.2%	14.7%	25.0%	18.4%	13.3%	13.3%	16.3%
Marital problems	15.3%	27.3%	13.6%	9.3%	12.0%	6.1%	14.2%	17.3%	16.9%	13.7%
Occupational conflicts	4.2%	0.0%	3.6%	5.3%	2.7%	4.9%	4.9%	4.0%	2.9%	4.1%
Poor health	23.6%	0.0%	20.4%	13.2%	20.0%	11.0%	18.9%	8.0%	23.5%	18.6%
Disaster Causes	0.8%	0.4%	0.7%	0.9%	0.5%	1.1%	1.3%	0.6%	0.5%	0.8%
Act of God	68.8%	33.3%	8.7%	2.2%	0.0%	5.6%	4.0%	0.0%	12.1%	8.1%
Burglary	0.0%	0.0%	0.0%	4.3%	8.3%	16.7%	12.1%	0.0%	10.3%	9.2%
Employee fraud	0.0%	0.0%	6.5%	8.7%	0.0%	13.0%	4.0%	14.3%	10.3%	6.9%
Fire	12.5%	66.7%	19.6%	47.8%	8.3%	25.9%	55.5%	21.4%	39.7%	40.8%
Death of owner	18.8%	0.0%	65.2%	32.6%	-66.7%	38.9%	24.3%	64.3%	27.6%	34.1%
Strike	0.0%	0.0%	0.0%	4.3%	16.7%	0.0%	0.0%	0.0%	0.0%	0.9%
Fraud Causes	0.4%	0.3%	0.5%	0.6%	0.4%	0.9%	0.6%	1.5%	0.4%	0.6%
Embezzlement	42.9%	0.0%	17.1%	22.6%	40.0%	11.6%	11.7%	27.0%	31.3%	20.2%
False agreement	14.3%	50.0%	14.3%	9.7%	0.0%	4.7%	6.5%	24.3%	12.5%	11.0%
False statement	14.3%	0.0%	11.4%	3.2%	0.0%	14.0%	10.4%	10.8%	16.7%	11.0%
Irregular disposal of assets	28.6%	50.0%	40.0%	54.8%	50.0%	37.2%	39.0%	29.7%	29.2%	38.4%
Misleading name	0.0%	0.0%	5.7%	6.5%	0.0%	2.3%	5.2%	0.0%	8.3%	4.5%
Premeditated overbuy	0.0%	0.0%	11.4%	3.2%	10.0%	30.2%	27.3%	8.1%	2.1%	15.1%
Economic Factors Causes	67.2%	69.8%	60.9%	55.8%	60.1%	58.4%	57.9%	57.6%	61.6%	60.0%
Bad profits	65.7%	54.9%	59.9%	65.5%	59.6%	63.3%	62.4%	53.7%	72.4%	63.6%
High interest rates	16.0%	2.3%	7.2%	1.6%	4.4%	2.0%	1.9%	17.1%	1.6%	3.9%
Loss of market	9.0%	37.6%	14.8%	16.8%	22.1%	17.9%	10.6%	13.3%	8.0%	13.6%
No consumer spending	6.6%	1.2%	11.4%	8.0%	9.0%	9.2%	19.2%	11.2%	12.5%	12.8%
No future	2.7%	4.0%	6.7%	8.1%	4.8%	7.6%	6.0%	4.7%	5.4%	6.1%
Experience Causes	22.8%	18.4%	25.6%	26.6%	26.7%	24.3%	27.0%	24.2%	27.1%	26.3%
Incompetence	50.4%	35.0%	45.8%	47.5%	40.8%	38.7%	35.4%	37.4%	32.1%	37.6%
Lack of line experience	9.5%	14.6%	14.3%	17.8%	24.4%	20.4%	24.7%	34.0%	35.2%	24.2%
Lack of managerial experience	16.3%	11.7%	16.2%	11.3%	16.5%	13.7%	15.6%	7.4%	14.0%	14.0%
Unbalanced experience	23.8%	38.7%	23.6%	23.3%	18.3%	27.2%	24.3%	21.2%	18.7%	24.3%
Sales Causes	11.0%	10.1%	16.8%	17.0%	15.8%	15.9%	18.8%	15.8%	19.1%	17.2%
Competitively weak	11.0%	30.7%	18.7%	19.9%	18.2%	21.2%	18.8%	7.4%	13.7%	17.0%
Economic decline	41.6%	32.0%	31.5%	13.8%	14.9%	15.3%	9.6%	9.0%	6.0%	13.6%
Inadequate sales	44.7%	37.3%	49.1%	63.3%	66.0%	59.1%	63.9%	83.0%	78.6%	65.8%
Inventory difficulties	2.3%	0.0%	0.3%	2.1%	0.0%	3.3%	4.0%	0.0%	0.4%	1.9%
Poor location	0.5%	0.0%	0.4%	0.8%	0.8%	1.0%	3.7%	0.5%	1.2%	1.7%
Expenses Causes	8.9%	5.6%	5.6%	7.1%	8.9%	6.0%	6.3%	6.3%	5.8%	6.8%
Burdensome institutional debt	34.5%	21.4%	33.5%	43.0%	26.5%	42.1%	32.4%	52.0%	28.6%	32.1%
Heavy operating expenses	65.5%	78.6%	66.5%	57.0%	73.5%	57.9%	67.6%	48.0%	71.4%	67.9%
Customer Causes	0.8%	1.7%	2.7%	2.6%	1.7%	2.5%	0.9%	1.0%	1.2%	1.6%
Receivables difficulties	75.0%	84.6%	91.0%	77.1%	78.9%	84.3%	52.8%	64.0%	65.2%	75.1%
Too few customers	25.0%	15.4%	9.0%	22.9%	21.1%	15.7%	47.2%	36.0%	34.8%	24.9%
Assets Causes	2.2%	1.3%	0.6%	1.0%	0.9%	1.0%	0.9%	1.6%	0.7%	0.9%
Excessive fixed assets	59.1%	50.0%	33.3%	51.0%	47.6%	24.5%	20.9%	63.2%	29.2%	35.5%
Over expansion	40.9%	50.0%	66.7%	49.0%	52.4%	75.5%	79.1%	36.8%	70.8%	64.5%
Capital Causes	0.8%	1.2%	1.3%	1.4%	1.1%	1.1%	1.7%	1.2%	1.1%	1.3%
Burdensome contracts	46.7%	11.1%	33.7%	26.1%	40.0%	22.2%	28.8%	46.4%	16.1%	27.6%
Excessive withdrawals	20.0%	22.2%	28.1%	15.9%	4.0%	18.5%	13.1%	10.7%	14.7%	16.0%
Inadequate start capacity	33.3%	66.7%	38.2%	58.0%	56.0%	59.3%	58.1%	42.9%	69.2%	56.4%

Due to the fact that some failures are attributed to a combination of causes, the total of the major categories exceeds 100.0%.
The individual major category total was used to achieve the percents in the minor categories.

Causes of Business Failures—1985 p

	Agriculture, forestry & fishing	Mining	Construction	Manufacturing	Transportation & public utilities	Wholesale trade	Retail trade	Finance, insurance & real estate	Services	Total
Neglect Causes	3.6%	1.4%	2.9%	2.0%	2.1%	2.9%	3.3%	2.3%	2.6%	2.7%
Bad habits	36.7%	36.4%	32.5%	32.5%	20.8%	27.1%	20.6%	26.2%	22.9%	25.6%
Business conflicts	9.2%	18.2%	13.8%	20.2%	9.4%	21.4%	12.1%	18.0%	12.4%	13.7%
Family problems	11.2%	0.0%	7.9%	3.0%	5.7%	5.7%	8.5%	8.2%	11.0%	8.5%
Lack of interest	9.2%	18.2%	14.8%	19.2%	18.9%	18.6%	18.3%	14.8%	11.0%	15.2%
Marital problems	16.3%	0.0%	8.9%	7.1%	11.3%	8.6%	14.1%	11.5%	16.5%	13.0%
Occupational conflicts	2.0%	18.2%	3.0%	4.0%	5.7%	5.0%	7.2%	3.3%	4.1%	4.9%
Poor health	15.3%	9.1%	19.2%	14.1%	28.3%	13.6%	19.2%	18.0%	22.0%	19.1%
Disaster Causes	1.1%	0.6%	0.6%	0.8%	0.4%	0.9%	1.0%	0.4%	0.3%	0.6%
Act of God	58.6%	40.0%	11.6%	4.9%	20.0%	4.8%	9.4%	30.0%	15.7%	14.7%
Burglary	0.0%	0.0%	2.3%	2.4%	0.0%	4.8%	7.0%	0.0%	9.8%	5.0%
Employee fraud	3.4%	0.0%	9.3%	2.4%	0.0%	11.9%	2.3%	20.0%	9.8%	5.8%
Fire	10.3%	20.0%	16.3%	58.5%	10.0%	33.3%	59.4%	0.0%	33.3%	40.0%
Death of Owner	27.6%	20.0%	55.8%	31.7%	60.0%	45.2%	21.9%	50.0%	29.4%	33.1%
Strike	0.0%	20.0%	4.7%	0.0%	10.0%	0.0%	0.0%	0.0%	2.0%	1.4%
Fraud Causes	0.1%	0.9%	0.4%	0.5%	0.4%	1.0%	0.3%	1.6%	0.4%	0.5%
Embezzlement	0.0%	28.6%	26.9%	8.0%	27.3%	10.4%	13.6%	20.9%	27.3%	18.7%
False agreement	50.0%	0.0%	15.4%	16.0%	9.1%	6.3%	9.1%	25.6%	13.6%	13.7%
False statement	0.0%	0.0%	7.7%	12.0%	0.0%	12.5%	6.8%	9.3%	6.1%	7.9%
Irregular disposal of assets	25.0%	71.4%	38.5%	32.0%	45.5%	43.8%	56.8%	37.2%	34.8%	42.4%
Misleading name	25.0%	0.0%	0.0%	8.0%	9.1%	6.3%	2.3%	2.3%	4.5%	4.3%
Premeditated overbuy	0.0%	0.0%	11.5%	24.0%	9.1%	20.8%	11.4%	4.7%	13.6%	12.9%
Economic Factors Causes	74.3%	72.4%	68.1%	62.5%	67.6%	65.2%	65.2%	59.9%	69.3%	66.4%
Bad profits	75.7%	65.6%	71.3%	72.6%	74.0%	70.8%	70.3%	64.8%	73.8%	71.5%
High interest rates	8.5%	0.5%	2.9%	0.8%	1.1%	0.9%	0.7%	6.8%	1.9%	2.1%
Loss of market	7.8%	25.7%	12.2%	12.2%	12.9%	12.5%	9.4%	13.9%	10.6%	11.6%
No consumer spending	5.2%	4.9%	7.9%	6.3%	7.1%	7.4%	13.4%	8.8%	7.9%	8.8%
No future	2.7%	3.3%	5.7%	8.1%	4.9%	8.4%	6.1%	5.7%	5.7%	6.0%
Experience Causes	17.7%	18.5%	21.6%	22.7%	22.2%	20.4%	24.0%	22.7%	22.4%	23.1%
Incompetence	55.0%	37.4%	48.1%	44.7%	44.3%	46.3%	41.0%	40.6%	35.5%	39.1%
Lack of line experience	7.3%	17.7%	12.8%	17.2%	18.5%	16.3%	22.1%	25.5%	33.1%	21.7%
Lack of managerial experience	23.6%	13.6%	14.6%	11.9%	17.7%	11.4%	15.3%	8.3%	11.8%	12.7%
Unbalanced experience	14.0%	31.3%	24.6%	26.1%	19.5%	26.0%	21.7%	25.7%	19.6%	26.4%
Sales Causes	7.8%	9.3%	13.4%	14.1%	13.6%	12.9%	16.8%	14.8%	15.2%	14.2%
Competitively weak	12.0%	35.1%	19.9%	19.9%	29.7%	26.4%	27.4%	15.0%	18.6%	22.1%
Economic decline	38.8%	21.6%	31.5%	11.7%	10.8%	12.7%	10.1%	17.8%	7.9%	13.4%
Inadequate sales	46.4%	43.2%	47.2%	66.2%	58.3%	56.3%	55.6%	65.9%	72.1%	61.3%
Inventory difficulties	2.4%	0.0%	1.1%	1.6%	0.9%	4.0%	3.7%	0.8%	0.7%	1.9%
Poor location	0.5%	0.0%	0.4%	0.6%	0.3%	0.6%	3.2%	0.5%	0.6%	1.3%
Expenses Causes	7.5%	10.8%	6.9%	7.9%	9.4%	7.0%	7.5%	6.9%	6.7%	8.4%
Burdensome institutional debt	57.1%	32.6%	34.2%	40.3%	35.6%	39.7%	36.6%	42.4%	39.6%	32.8%
Heavy operating expenses	42.9%	67.4%	65.8%	59.7%	64.4%	60.3%	63.4%	57.6%	60.4%	67.2%
Customer Causes	0.6%	1.6%	2.7%	2.3%	1.6%	2.5%	1.4%	0.9%	1.7%	1.7%
Receivables difficulties	46.7%	53.8%	72.6%	61.3%	22.5%	50.8%	15.8%	62.5%	34.0%	43.7%
Too few customers	53.3%	46.2%	27.4%	38.7%	77.5%	49.2%	84.2%	37.5%	66.0%	56.3%
Assets Causes	2.3%	1.1%	0.6%	0.6%	1.1%	0.7%	0.8%	1.8%	0.6%	0.8%
Excessive fixed assets	71.4%	55.6%	36.6%	42.9%	70.4%	31.3%	26.2%	66.0%	44.9%	46.4%
Over expansion	28.6%	44.4%	63.4%	57.1%	29.6%	68.8%	73.8%	34.0%	55.1%	53.6%
Capital Causes	1.6%	1.3%	1.2%	1.2%	0.8%	1.1%	1.2%	0.9%	0.7%	1.0%
Burdensome contracts	21.4%	10.0%	27.4%	15.5%	10.0%	9.8%	16.5%	32.0%	23.1%	19.5%
Excessive withdrawals	64.3%	70.0%	46.4%	37.9%	60.0%	29.4%	40.2%	20.0%	49.6%	44.0%
Inadequate start capacity	14.3%	20.0%	26.2%	46.6%	30.0%	60.8%	43.3%	48.0%	27.4%	36.5%

p = preliminary

Due to the fact that some failures are attributed to a combination of causes, the total of the major categories exceeds 100.0%.
The individual major category total was used to achieve the percents in the minor categories.

Economic Indicators

Accurate information addresses one of the most basic business needs of all: the need to reduce the uncertainty and risk of the future itself.

To help meet this need, Dun & Bradstreet draws on its database of more than 8 million U.S. firms to provide information on trends in business failures and starts. These data identify regional, industry and liability trends, enabling users to characterize areas of both stress and opportunity.

D&B data on wholesale food and commodity prices help to identify inflationary trends and serve as guidelines for adjusting prices.

Building permit values yield timely data on construction activity. Moreover, since building permits are issued prior to the start of actual construction, current building permit values forecast the trend in construction for a period of two to four quarters into the future.

New incorporations, another measure of the trend in new business formation, and bank clearings are other key measures of the levels of business activity.

Finally, D&B's quarterly business expectations survey provides a timely report of business optimism for the quarter ahead.

For further information on any of these publications, please contact the Economic Analysis Department of The Dun & Bradstreet Corporation.

Weekly Publications

Weekly Business Failures

Provides number of weekly failures, the year-to-date total and changes from previous periods. Includes a 13-week moving average of failures, plus comment and analysis. \$40 a year.

Weekly Business Starts

Provides number of weekly starts, which consist of new entries to the D&B commercial credit file (includes companies reporting an official birth date in the current year, or one or two years prior). Provides changes from previous periods, the year-to-date total, a 52-week moving average of starts and comment and analysis. \$40 a year.

Wholesale Commodity Price Index

A daily spot index based on price changes of 30 basic commodities, with comment and analysis. \$25 a year.

Wholesale Food Price Index

Based on the sum total of the costs per pound of 31 primary foodstuffs and meats in general use, with comment and analysis. \$25 a year.

Weekly Bank Clearings

Bank clearings in 26 of the nation's leading banking cities. A timely indicator of changes in business volume in 26 cities. Covers the current week and includes comparisons to the previous week and year-ago figures, with comment and analysis. \$30 a year.

Monthly Publications

New Business Incorporations

Provides the number of new incorporations in each of the 50 states, and includes comparisons to previous periods and commentary. \$18 a year.

Building Permit Values

Reports the dollar value of building permits issued in each of the nation's 200 largest cities, as defined by populations contained within their city limits. Includes interpretation and analysis. \$18 a year.

Monthly Bank Clearings

Monthly totals of bank clearings in 26 of the nation's leading banking cities, compared with previous periods. Includes data for the current month, previous month and year ago, plus a cumulative table for the current year, previous two years and a monthly summary for last five years. \$18 a year.

Monthly Business Failures

Number of failures and liabilities in over 100 lines of business. Data are broken down by liability size, major industry group, state and region, and by selected cities. Includes comment and interpretation. \$18 a year.

Monthly Business Starts

Number of starts and total employees in over 100 lines of business. Data are broken down by employment size, major industry group, state and region, and selected cities. Includes comment and interpretation. \$18 a year.

Quarterly Publications

Business Expectations

A nationwide survey of 1,500 business executives regarding their expectations for sales, profits, prices, inventories, employment and new orders in the upcoming quarter. \$30 a year.

Quarterly Business Failures Report

Numbers of failures and liabilities by detailed lines of business. Includes data for all 2-digit, 3-digit and most 4-digit SIC codes. \$30 a year.

Quarterly Business Starts Report

Numbers of starts and total employees by detailed lines of business. Includes data for all 2-digit, 3-digit and most 4-digit SIC codes. \$30 a year.

Mailed Free of Charge Upon Request

Dun & Bradstreet Looks at Business

Bimonthly newsletter on business and economic highlights based on proprietary information of The Dun & Bradstreet Corporation and its divisions (also appears as a supplement to *D&B Reports* magazine).

Business Failure Record

Numbers of failures and liabilities by state and region, by major industry group and by age of business. Includes information on the causes of failures, plus historical failures data. Published annually.

Cost of Doing Business—Corporations

A guide to the average amount spent by corporations on selected operating expenses. Covers 191 lines of business. Published annually.

Cost of Doing Business—Partnerships & Proprietorships

Covers partnerships in 44 lines of business and proprietorships in 64 lines of business. Published annually.

The Business Failure Record

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1985

Final

1986

Preliminary

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Business Failure Record

A comparative statistical analysis
of geographic and industry trends in
business failures in the United States.

Required Reading

Dun & Bradstreet's statistical series on business failures was revised in 1984 by adding the following industry sectors to the failure coverage: agriculture, forestry and fishing; finance, insurance and real estate; and the services sector in its entirety. All industries in the U.S. are now represented in Dun & Bradstreet's business failure coverage. Data prior to 1984 are not directly comparable to the current series. The 1986 data are subject to minor revisions due to amended court filings. Many of the tables in this report are available on a monthly and quarterly basis.

Definitions

Dun & Bradstreet's business failure statistics include businesses that ceased operations following assignment or bankruptcy; ceased operations with losses to creditors after such actions as foreclosure or attachment; voluntarily withdrew leaving unpaid debts; were involved in court actions such as receivership, reorganization or arrangement; or voluntarily compromised with creditors.

Business Failures vs. Business Discontinuances: Business failures do not represent total business closings, which consist of both business failures and business discontinuances. As defined in Dun & Bradstreet's statistics, business failures consist of businesses involved in court proceedings or voluntary actions involving losses to creditors. In contrast, businesses that discontinue operations for reasons such as loss of capital, inadequate profits, ill health, retirement, etc., are not recorded as failures by Dun & Bradstreet if creditors are paid in full. Although they represent only a percentage of total closings, failures have the most severe impact upon the economy.

Every year thousands of firms are started, many either fail or discontinue, and others transfer ownership or control. Each business day, over 35,000 changes are made to the Dun & Bradstreet database of over nine million businesses at our National Business Information Center. New names are added and closed

businesses are deleted, name styles altered, and financial information revised. This is all evidence of the dynamic change and turnover constantly taking place in the business population.

Liabilities as defined by Dun & Bradstreet refer to liabilities at time of failure. They include all accounts and notes payable and all obligations, whether in secured form or not, known to be held by banks, officers, affiliated companies, supplying companies or the government. Long-term, publicly held obligations are not included and offsetting assets are not taken into account.

Total Listed Concerns represent the total number of business enterprises listed in the Dun's Census of American Business, a reference book listing the number of businesses in each four-digit Standard Industrial Classification Code at the national, state and county level. The book is published by Dun's Marketing Services, a company of The Dun & Bradstreet Corporation.

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Summary Analysis

The statistical information published in the *Dun & Bradstreet Business Failure Record* represents the most complete data available on business failures—a key indicator of the health of American business. Dun & Bradstreet has maintained a statistical series on business failures since the 1920s. The series was revised in 1984, as described on the inside front cover. This issue contains final data for 1985 and preliminary figures for 1986.

Trends in U.S. business failures, by industry and region, illustrate the diversity of economic behavior that characterizes the complex dimensions of the national economy. The current data reflect the economic strength of the New England and Middle Atlantic states, where failures decreased by 9.2 percent and 11.5 percent, respectively. In contrast, failures increased dramatically in 1986 in the oil producing states of Oklahoma (up 175 percent), Alaska (up 67 percent), Texas (up 56 percent) and Louisiana (up 32 percent). Further, the continued economic stress in the nation's agricultural sector is evident in the growth of failures in the nation's breadbasket region. It should be noted, however, that failures peaked in some farm states in 1985, resulting in decreases in 1986.

Dun & Bradstreet monitors the number of business failures on a weekly basis and publishes failure data in a regular series of weekly, monthly and quarterly reports. These reports represent one of the few statistical resources that track economic developments on a regional and industrial basis throughout the nation.

In addition to its statistics on business failures, Dun & Bradstreet maintains two statistical series on new business activity. *New Business Incorporations* has provided monthly data on the number of new incorporations filed in each state since 1946. *New Business Starts* (revised in 1985) consists of businesses added to Dun & Bradstreet's commercial credit information file, which contains data on more than nine million U.S. firms that are actively participating in the marketplace. Both series provide good measures of the relative trend in entrepreneurial activity. Business starts, however, provide a significantly more accurate measure of the actual number of new businesses, since new incorporations include many entities established principally for legal or tax purposes.

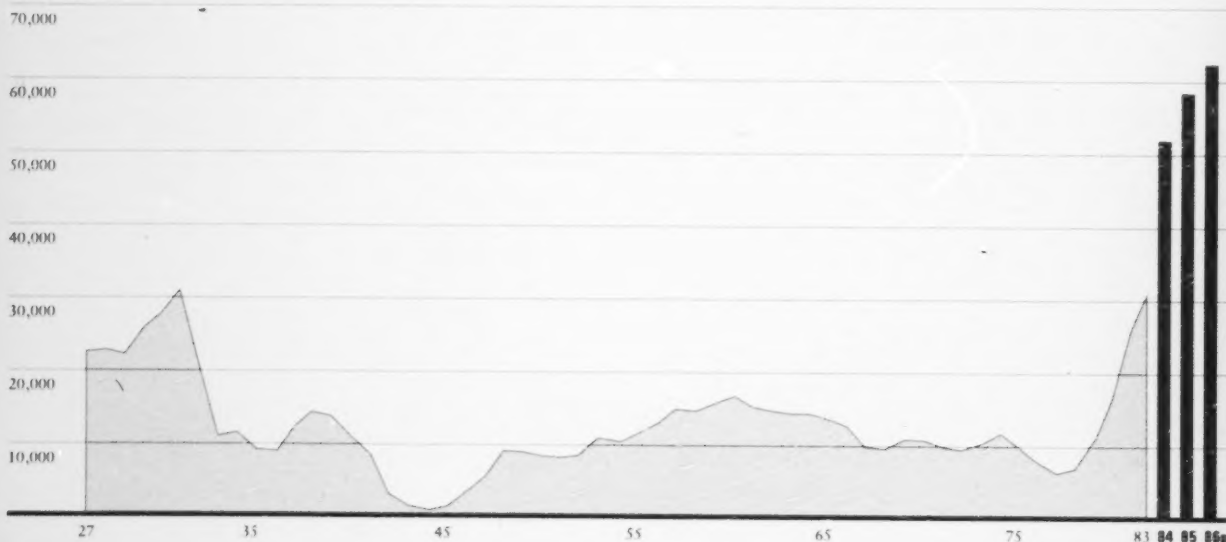
These data reflect a high level of entrepreneurial activity in recent years, spurred by the strong economic recovery which began in 1983. In fact, new business formation has played an important role in the current recovery. Since approximately half of the failures reported by D&B every year consist of firms which started within the previous five years, the current increase in failures is attributable, in part, to bankruptcies among some of these recent starts.

Failure Trends Since 1927

	Number of failures	Total failure liabilities	Failure rate per 10,000 listed concerns	Average liability per failure		Number of failures	Total failure liabilities	Failure rate per 10,000 listed concerns	Average liability per failure
1927	23,146	\$520,105,000	106	\$22,471	1957	13,739	\$615,293,000	52	\$44,784
1928	23,842	489,559,000	109	20,534	1958	14,964	728,258,000	56	48,667
1929	22,909	483,252,000	104	21,094	1959	14,053	692,808,000	52	49,300
1930	26,355	668,282,000	122	25,357	1960	15,445	938,630,000	57	60,772
1931	28,285	736,310,000	133	26,032	1961	17,075	1,090,123,000	64	63,843
1932	31,822	928,313,000	154	29,172	1962	15,782	1,213,601,000	61	76,898
1933	19,859	457,520,000	100	23,038	1963	14,374	1,352,593,000	56	94,100
1934	12,091	333,959,000	61	27,621	1964	13,501	1,329,223,000	53	98,454
1935	12,244	310,580,000	62	25,366	1965	13,514	1,321,666,000	53	97,800
1936	9,607	203,173,000	48	21,148	1966	13,061	1,385,659,000	52	106,091
1937	9,490	\$183,253,000	46	\$19,310	1967	12,364	\$1,265,227,000	49	\$102,332
1938	12,836	246,505,000	61	19,204	1968	9,636	940,996,000	39	97,654
1939	14,768	182,520,000	70	12,359	1969	9,154	1,142,113,000	37	124,767
1940	13,619	166,684,000	63	12,239	1970	10,748	1,887,754,000	44	175,638
1941	11,848	136,104,000	55	11,488	1971	10,326	1,916,929,000	42	185,641
1942	9,405	100,763,000	45	10,713	1972	9,566	2,000,244,000	38	209,099
1943	3,221	45,339,000	16	14,076	1973	9,345	2,298,606,000	36	245,972
1944	1,222	31,660,000	7	25,908	1974	9,915	3,053,137,000	38	307,931
1945	809	30,225,000	4	37,361	1975	11,432	4,380,170,000	43	383,150
1946	1,129	67,349,000	5	59,654	1976	9,628	3,011,271,000	35	312,762
1947	3,474	\$204,612,000	14	\$58,898	1977	7,919	\$3,095,317,000	28	\$390,872
1948	5,250	234,620,000	20	44,690	1978	6,619	2,656,006,000	24	401,270
1949	9,246	308,109,000	34	33,323	1979	7,564	2,667,362,000	28	352,639
1950	9,162	248,283,000	34	27,099	1980	11,742	4,635,080,000	42	394,744
1951	8,058	259,547,000	31	32,210	1981	16,794	6,955,180,000	61	414,147
1952	7,611	283,314,000	29	37,224	1982	24,908	15,610,792,000	88	626,738
1953	8,862	394,153,000	33	44,477	1983	31,334	16,072,860,000	110	512,953
1954	11,086	462,628,000	42	41,731	1984	52,078	29,268,646,871	107	562,016
1955	10,969	449,380,000	42	40,968	1985	57,253	36,937,369,478	115	645,160
1956	12,686	562,697,000	48	44,356	1986p	61,232	44,045,987,806	120	719,330

Due to statistical revision, data prior to 1984 are not directly comparable with the new series.
p = preliminary

Number of Failures



Failure Distribution by Liability Size

	Liabilities under \$5,000		Liabilities \$5,000 to \$25,000		Liabilities \$25,000 to \$100,000		Liabilities \$100,000 to \$1 Million		Liabilities over \$1 Million	
	Number	%	Number	%	Number	%	Number	%	Number	%
1945	270	33.4%	343	42.4%	146	18.0%	45	5.6%	5	0.6%
1946	263	23.3%	488	43.2%	252	22.3%	119	10.6%	7	0.6%
1947	600	17.3%	1,661	47.8%	842	24.2%	350	10.1%	21	0.6%
1948	846	16.1%	2,799	53.3%	1,208	23.0%	374	7.1%	23	0.5%
1949	1,915	20.7%	4,646	50.3%	2,147	23.2%	520	5.6%	18	0.2%
1950	2,065	22.5%	4,706	51.4%	1,975	21.6%	407	4.4%	9	0.1%
1951	1,832	22.7%	4,160	51.6%	1,634	20.3%	412	5.1%	20	0.3%
1952	1,428	18.8%	3,884	51.0%	1,769	23.3%	512	6.7%	18	0.2%
1953	1,383	15.6%	4,317	48.7%	2,375	26.8%	748	8.5%	39	0.4%
1954	1,640	14.8%	5,640	50.9%	2,946	26.5%	829	7.5%	31	0.3%
1955	1,785	16.3%	5,412	49.3%	2,916	26.6%	820	7.5%	36	0.3%
1956	2,032	16.0%	6,152	48.4%	3,431	27.1%	1,022	8.1%	49	0.4%
1957	2,001	14.6%	6,699	48.8%	3,847	28.0%	1,147	8.3%	45	0.3%
1958	2,028	13.5%	7,015	46.9%	4,456	29.8%	1,408	9.4%	57	0.4%
1959	1,841	13.1%	6,664	47.4%	4,202	29.9%	1,284	9.1%	62	0.5%
1960	1,688	10.9%	6,884	44.6%	5,078	32.9%	1,703	11.0%	92	0.6%
1961	1,903	11.1%	7,378	43.2%	5,725	33.5%	1,973	11.6%	96	0.6%
1962	1,647	10.4%	6,700	42.5%	5,425	34.4%	1,876	11.9%	134	0.8%
1963	1,296	9.0%	5,781	40.2%	5,115	35.6%	2,031	14.1%	151	1.1%
1964	1,093	8.1%	5,202	38.5%	5,051	37.4%	2,003	14.9%	152	1.1%
1965	1,007	7.5%	5,067	37.5%	5,266	39.0%	2,005	14.8%	169	1.2%
1966	932	7.1%	4,569	35.0%	5,332	40.8%	2,042	15.7%	186	1.4%
1967	814	6.6%	4,434	35.9%	4,896	39.6%	2,045	16.5%	175	1.4%
1968	481	5.0%	3,332	34.6%	4,016	41.7%	1,686	17.5%	121	1.2%
1969	416	4.6%	3,000	32.8%	3,776	41.2%	1,807	19.7%	155	1.7%
1970	430	4.0%	3,197	29.7%	4,392	40.9%	2,450	22.8%	279	2.6%
1971	392	3.8%	2,806	27.2%	4,413	42.7%	2,423	23.5%	292	2.8%
1972	394	4.1%	2,497	26.1%	4,149	43.4%	2,236	23.4%	290	3.0%
1973	285	3.0%	2,434	26.1%	3,908	41.8%	2,375	25.4%	343	3.7%
1974	304	3.1%	2,150	21.7%	4,279	43.1%	2,755	27.8%	427	4.3%
1975	292	2.5%	2,226	19.5%	4,986	43.6%	3,459	30.3%	469	4.1%
1976	122	1.3%	1,750	18.2%	4,304	44.7%	3,029	31.4%	423	4.4%
1977	102	1.3%	1,283	16.2%	3,476	43.9%	2,708	34.2%	350	4.4%
1978	76	1.2%	928	14.0%	2,708	40.9%	2,593	39.2%	314	4.7%
1979	62	0.8%	954	12.6%	2,914	38.5%	3,216	42.5%	418	5.6%
1980	72	0.6%	1,243	10.6%	4,367	37.2%	5,417	46.1%	643	5.5%
1981	118	0.7%	1,862	11.1%	6,253	37.2%	7,648	45.6%	913	5.4%
1982	141	0.6%	2,789	11.2%	8,579	34.4%	11,737	47.1%	1,662	6.7%
1983	1,065	3.4%	4,167	13.3%	10,340	33.0%	13,851	44.2%	1,911	6.1%
1984	16,095	30.3%	5,489	10.5%	11,943	22.9%	15,723	30.2%	2,828	5.4%
1985	19,028	33.2%	5,287	9.2%	12,236	21.4%	17,359	30.3%	3,343	5.8%
1986p	21,790	35.6%	4,548	7.4%	12,487	20.4%	18,749	30.6%	3,658	6.0%

Due to statistical revision, data prior to 1984 are not directly comparable with the new series.

p = preliminary

Failures by States and Regions Totals and Rates

	Number of failures			Failure rate per 10,000 listed concerns			Number of failures			Failure rate per 10,000 listed concerns	
	1985	1986 p	% Change	1985	1986 p		1985	1986 p	% Change	1985	1986 p
New England	1,228	1,115	- 9.2%	43.2	38.3						
Maine	80	59	- 26.3%	33.2	24.2						
New Hampshire	61	54	- 11.5%	27.2	23.3						
Vermont	38	30	- 21.1%	29.5	22.6						
Massachusetts	683	733	7.3%	54.4	57.0						
Connecticut	306	202	- 34.0%	39.6	25.4						
Rhode Island	60	37	- 38.3%	27.2	16.6						
Middle Atlantic	4,498	3,980	- 11.5%	55.8	48.0						
New York	1,851	1,510	- 18.4%	46.2	36.8						
New Jersey	990	907	- 8.4%	58.5	51.2						
Pennsylvania	1,657	1,563	- 5.7%	69.9	64.9						
East North Central	9,995	9,589	- 4.1%	119.5	112.6						
Ohio	2,456	2,057	- 16.2%	120.8	99.7						
Indiana	1,245	1,085	- 12.9%	124.5	106.9						
Illinois	3,402	3,277	- 3.7%	135.1	127.6						
Michigan	1,465	1,609	9.8%	82.8	88.4						
Wisconsin	1,427	1,561	9.4%	136.7	148.4						
West North Central	4,892	5,205	6.4%	114.6	119.8						
Minnesota	506	635	25.5%	47.8	60.0						
Iowa	830	663	- 20.1%	124.8	93.7						
Missouri	1,247	1,622	30.1%	111.8	143.7						
North Dakota	94	98	4.3%	55.1	55.9						
South Dakota	145	150	3.4%	78.7	79.1						
Nebraska	487	365	- 25.1%	113.3	84.8						
Kansas	1,583	1,672	5.6%	244.8	255.5						
South Atlantic	6,555	6,255	- 4.6%	88.1	80.7						
Maryland	450	462	2.7%	55.3	54.3						
Delaware	46	46	0.0%	38.6	37.4						
District of Columbia	60	69	15.0%	33.7	38.5						
Virginia	991	684	- 31.0%	106.1	68.8						
West Virginia	367	225	- 38.7%	129.5	77.0						
North Carolina	665	583	- 12.3%	64.8	54.8						
South Carolina	230	264	14.8%	44.6	49.0						
Georgia	952	606	- 36.3%	87.0	53.4						
Florida	2,794	3,316	18.7%	112.8	128.7						
East South Central	3,276	2,983	- 8.9%	128.1	115.2						
Kentucky	983	947	- 3.7%	141.5	135.9						
Tennessee	1,217	1,166	- 4.2%	148.6	140.0						
Alabama	608	369	- 39.3%	97.4	58.5						
Mississippi	468	501	7.1%	111.7	117.0						
West South Central	7,943	12,704	59.9%	142.2	222.6						
Arkansas	622	372	- 40.2%	129.6	76.4						
Oklahoma	1,030	2,834	175.1%	133.8	366.0						
Louisiana	1,383	1,824	31.9%	162.9	213.1						
Texas	4,908	7,674	56.4%	140.8	213.8						
Mountain	5,359	5,894	10.0%	176.9	191.1						
Montana	194	184	- 5.2%	75.8	71.6						
Idaho	203	311	53.2%	88.6	130.5						
Wyoming	274	281	2.6%	196.1	200.1						
Colorado	2,694	3,254	20.8%	331.2	366.5						
New Mexico	358	269	- 24.9%	128.4	96.0						
Arizona	693	664	- 4.2%	88.6	89.7						
Utah	576	571	- 0.9%	174.9	169.7						
Nevada	367	360	- 1.9%	183.0	176.9						
Pacific	13,507	13,507	0.0%	174.5	169.0						
Alaska	173	289	67.1%	122.5	194.0						
Hawaii	250	283	13.2%	117.5	129.9						
Washington	1,637	1,774	8.4%	160.4	166.8						
Oregon	1,151	1,001	- 13.0%	174.2	147.0						
California	10,296	10,160	- 1.3%	180.5	172.7						
Total United States	57,253	61,232	6.9%	115	120						

p = preliminary

Business Failures by 25 Largest Cities

	1985		1986 p		% Change	
	Number	Liabilities	Number	Liabilities	Number	Liabilities
New York, NY	485	\$5,883,357,170	357	\$772,807,039	-26.4%	-86.9%
Chicago, IL	673	286,775,691	637	1,201,016,144	-5.3%	318.8%
Los Angeles, CA	997	558,398,731	573	796,886,355	-42.5%	42.7%
Philadelphia, PA	187	274,825,423	205	41,560,432	9.6%	-84.9%
Detroit, MI	146	62,891,956	164	63,124,547	12.3%	0.4%
Houston, TX	1,507	1,544,502,758	1,920	5,292,986,737	27.4%	242.7%
Baltimore, MD	160	62,802,997	168	186,680,092	5.0%	197.2%
Dallas, TX	376	731,530,425	676	3,410,682,261	79.8%	366.2%
Washington, DC	60	27,249,689	69	71,966,369	15.0%	164.1%
Cleveland, OH	219	48,180,208	135	157,388,489	-38.4%	226.7%
Indianapolis, IN	165	42,012,082	199	41,381,113	20.6%	-1.5%
Milwaukee, WI	261	51,364,992	284	23,359,870	8.8%	-54.5%
San Francisco, CA	207	105,087,000	206	51,235,803	-0.5%	-51.2%
San Diego, CA	618	73,594,448	598	603,525,145	-3.2%	720.1%
San Antonio, TX	160	62,580,726	288	318,099,211	80.0%	408.3%
Boston, MA	79	37,736,577	114	168,294,001	44.3%	346.0%
Memphis, TN	186	35,418,075	175	14,293,109	-5.9%	-59.6%
St. Louis, MO	72	8,475,632	168	14,983,552	133.3%	76.8%
New Orleans, LA	143	119,023,785	129	450,450,964	-9.8%	278.5%
Phoenix, AZ	243	270,089,430	216	107,696,703	-11.1%	-60.1%
Columbus, OH	317	47,126,369	216	44,264,643	-31.9%	-6.1%
Seattle, WA	279	497,424,459	240	47,373,617	-14.0%	-90.5%
Jacksonville, FL	114	12,009,203	134	5,927,014	17.5%	-50.6%
Pittsburgh, PA	181	122,506,546	126	278,005,166	-30.4%	126.9%
Denver, CO	639	888,055,978	770	436,421,152	20.5%	-50.9%
Total 25 Cities	8,474	\$11,853,020,350	8,767	\$14,600,409,528	3.5%	23.2%
Balance of Country	48,779	\$25,084,349,128	52,465	\$29,445,578,278	7.6%	17.4%
Total United States	57,253	\$36,937,369,478	61,232	\$44,045,987,806	6.9%	19.2%

p = preliminary

Business Failures by Industry

	1985		1986 p		% Change		Failure rate per 10,000 listed concerns	
	Number	Liabilities	Number	Liabilities	Number	Liabilities	1985	1986 p
Agriculture, Forestry & Fishing								
Agricultural production-crops	1,655	\$687,285,353	1,695	\$745,904,266	2.4%	8.5%	306	261
Agricultural production-livestock	573	226,280,590	443	273,073,966	-22.7%	20.7%	200	152
Agricultural services	430	98,536,595	449	83,095,485	4.4%	-15.7%	84	84
Forestry	16	3,624,385	12	258,017	-25.0%	-92.9%	111	66
Fishing, hunting & trapping	25	10,900,453	23	7,697,920	-8.0%	-29.4%	132	122
Total Agriculture, Forestry & Fishing	2,699	\$1,026,627,376	2,622	\$1,110,029,654	-2.9%	8.1%	197	173
Mining								
Metal mining	36	\$33,936,562	26	\$29,767,451	-27.8%	-12.3%	271	204
Anthracite mining	5	21,725,972	5	470,088	0.0%	-97.8%	215	222
Bituminous coal & lignite mining	161	174,248,644	131	75,763,797	-18.6%	-56.5%	400	337
Oil & gas extraction	565	1,533,709,421	724	3,027,359,786	28.1%	97.4%	177	225
Nonmetallic mineral mining, except fuel	29	78,372,107	25	20,116,495	-13.8%	-74.3%	79	69
Total Mining	796	\$1,841,992,706	911	\$3,153,477,617	14.4%	71.2%	193	221
Construction								
General contractors & operative builders	2,759	\$1,255,489,822	2,622	\$1,012,854,338	-5.0%	-19.3%	115	108
Construction other than buildings	419	113,500,424	446	138,078,591	6.4%	21.7%	115	114
Special trade contractors	3,827	634,132,567	3,969	692,787,166	3.7%	9.2%	104	105
Total Construction	7,005	\$2,003,122,813	7,037	\$1,843,720,095	0.5%	-8.0%	109	107
Manufacturing								
Food & kindred products	261	\$284,501,745	235	\$461,618,665	-10.0%	62.3%	127	112
Tobacco manufacturers	0	0	0	0	0.0%	0.0%	0	0
Textile mill products	110	211,209,429	73	22,914,980	-33.6%	-89.2%	129	83
Apparel & other textile products	338	147,705,171	286	103,943,136	-15.4%	-29.6%	128	108
Lumber & wood products	415	218,994,255	391	117,471,018	-5.8%	-46.4%	136	125
Furniture & fixtures	236	166,396,373	242	105,525,140	2.5%	-36.6%	161	163
Paper & allied products	55	38,247,409	46	14,167,983	-16.4%	-63.0%	100	81
Printing & publishing	659	157,018,784	602	137,365,864	-8.6%	-12.5%	94	84
Chemicals & allied products	172	691,806,740	131	107,506,918	-23.8%	-84.5%	126	93
Petroleum refining	26	193,278,166	31	65,157,993	19.2%	-66.3%	145	167
Rubber & misc. plastic products	157	108,335,151	142	158,681,897	-9.6%	46.5%	117	101
Leather & leather products	47	70,614,791	47	10,506,410	0.0%	-85.1%	130	135
Stone, clay & glass products	159	155,675,035	163	168,553,879	2.5%	8.3%	98	100
Primary metal industries	122	268,056,660	133	1,989,453,558	9.0%	642.2%	169	177
Fabricated metal products	484	305,672,117	524	319,568,358	8.3%	4.5%	125	131
Machinery, except electrical	721	580,118,087	729	1,596,647,747	1.1%	175.2%	110	110
Electrical & electronic equipment	329	410,020,795	331	195,439,344	0.6%	-52.3%	154	150
Transportation equipment	197	584,763,342	224	323,704,751	13.7%	-44.6%	165	184
Instruments & related products	110	102,998,003	140	57,981,667	27.3%	-43.7%	85	103
Misc. manufacturing industries	271	133,177,895	270	231,227,646	-0.4%	73.6%	101	98
Total Manufacturing	4,869	\$4,828,589,948	4,740	\$6,187,436,954	-2.6%	28.1%	119	113

p = preliminary

	1985		1986 p		% Change		Failure rate per 10,000 listed concerns	
	Number	Liabilities	Number	Liabilities	Number	Liabilities	1985	1986 p
Transportation & Public Utilities								
Railroad transportation	9	\$3,270,163	6	\$15,964,270	-33.3%	388.2%	170	75
Local & interurban passenger transportation	148	211,862,680	144	35,367,853	-2.7%	-83.3%	127	109
Trucking & warehousing	1,617	638,948,713	1,609	803,804,233	-0.5%	25.8%	183	169
U.S. Postal Service	0	0	0	0	0.0%	0.0%	0	0
Water transportation	105	91,720,278	112	383,606,274	6.7%	318.2%	123	131
Air transportation	104	509,260,880	91	177,735,199	-12.5%	-65.1%	146	115
Pipelines, except natural gas	0	0	0	0	0.0%	0.0%	0	0
Transportation services	322	176,896,902	374	942,151,138	16.1%	432.6%	123	135
Communication	173	250,716,100	155	125,595,131	-10.4%	-49.9%	124	97
Electric, gas & sanitary services	58	92,330,451	61	96,979,756	5.2%	5.0%	49	43
Total Transportation & Public Utilities	2,536	\$1,975,006,167	2,552	\$2,581,203,854	0.6%	30.7%	151	139
Wholesale Trade								
Durable Goods								
Motor vehicles & automotive equipment	385	\$140,267,559	391	\$164,053,243	1.6%	17.0%	88	90
Furniture & home furnishings	204	42,493,486	189	30,519,996	-7.4%	-28.2%	125	112
Lumber & construction materials	215	92,482,638	268	72,734,849	24.7%	-21.4%	100	121
Sporting goods, toys & hobby goods	104	25,493,905	110	26,091,214	5.8%	2.3%	104	109
Metals & minerals, except petroleum	115	641,014,168	134	113,707,650	16.5%	-82.3%	121	140
Electrical goods	317	76,296,990	322	74,186,519	-1.6%	-2.8%	103	101
Hardware, plumbing & heating equipment	215	205,689,693	211	66,329,447	-1.9%	-67.8%	100	98
Machinery, equipment & supplies	1,275	557,487,395	1,321	652,231,684	3.6%	17.0%	115	117
Miscellaneous durable goods	303	183,372,476	310	92,707,481	2.3%	-49.4%	96	95
Total Durable Goods	3,133	\$1,964,598,310	3,256	\$1,292,562,083	3.9%	-34.2%	106	108
Nondurable Goods								
Paper & paper products	135	\$64,118,628	128	\$38,577,155	-5.2%	-39.8%	101	89
Drugs, proprietaries & sundries	46	81,498,076	43	8,825,559	-6.5%	-89.2%	98	85
Apparel, piece goods & notions	179	71,464,254	148	37,991,541	-17.3%	-46.8%	86	65
Groceries & related products	519	165,718,429	440	202,333,108	-15.2%	22.1%	121	97
Farm-product raw materials	99	59,530,750	81	60,093,064	-18.2%	0.9%	88	72
Chemicals & allied products	71	14,942,489	81	8,536,324	14.1%	-42.9%	77	83
Petroleum & petroleum products	121	213,228,901	110	181,013,350	-9.1%	-15.1%	69	62
Beer, wine & distilled beverages	56	11,098,016	45	13,157,311	-19.6%	18.6%	96	76
Miscellaneous nondurable goods	477	186,312,598	483	99,896,913	1.3%	-46.4%	90	87
Total Nondurable Goods	1,703	\$867,912,141	1,559	\$650,424,325	-8.5%	-25.1%	95	83
Total Wholesale Trade	4,836	\$2,832,510,451	4,815	\$1,942,986,408	-0.4%	-31.4%	102	98

p = preliminary

	1985		1986 p		% Change		Failure rate per 10,000 listed concerns	
	Number	Liabilities	Number	Liabilities	Number	Liabilities	1985	1986 p
Retail Trade								
Building materials & garden supplies	789	\$728,572,846	755	\$172,337,764	-4.3%	-76.3%	99	90
General merchandise stores	210	112,882,911	218	125,022,239	3.8%	10.8%	71	76
Food stores	1,298	216,015,361	1,157	172,256,372	-10.9%	-20.3%	96	86
Automotive dealers & service stations	1,390	300,007,038	1,305	434,899,826	-6.1%	45.0%	81	78
Apparel & accessory stores	1,836	191,311,561	1,915	214,257,612	4.3%	12.0%	164	170
Furniture & home furnishing stores	1,415	218,187,896	1,546	317,571,773	9.3%	45.5%	113	124
Eating & drinking places	3,340	635,807,082	3,241	744,287,011	-3.0%	17.1%	145	142
Miscellaneous Retail Trade								
Drug & proprietary stores	137	13,430,681	136	22,213,768	-0.7%	65.4%	38	39
Liquor stores	204	43,659,392	153	19,809,292	-25.0%	-54.6%	70	53
Used merchandise stores	142	16,691,655	134	17,620,560	-5.6%	5.6%	61	58
Sporting goods	386	42,540,772	408	39,901,949	5.7%	-6.2%	104	111
Book stores	65	4,380,413	75	5,004,665	15.4%	14.3%	74	85
Stationery stores	89	25,425,083	89	12,412,683	0.0%	-51.2%	106	102
Jewelry stores	213	42,633,837	232	32,992,193	8.9%	-22.6%	87	93
Hobby, toy & game shops	77	6,625,008	89	8,139,723	15.6%	22.9%	97	116
Camera & photographic supply stores	64	6,282,661	53	3,506,543	-17.2%	-44.2%	180	154
Gift, novelty & souvenir shops	310	22,498,464	320	30,272,860	3.2%	34.6%	82	83
Luggage & leather goods stores	17	329,085	17	2,582,348	0.0%	684.7%	102	104
Sewing, needlework & piece goods	78	5,460,525	70	4,702,451	-10.3%	-13.9%	62	60
Nonstore retailers	183	36,855,743	174	54,638,046	-4.9%	48.2%	98	92
Fuel & ice dealers	41	5,519,963	35	6,130,487	-14.6%	11.1%	37	32
Other retail stores	1,210	232,856,397	1,402	314,139,404	15.9%	34.9%	128	145
Total Miscellaneous Retail Trade	3,216	\$505,189,679	3,387	\$574,066,972	5.3%	13.6%	91	95
Total Retail Trade	13,494	\$2,907,974,374	13,524	\$2,754,699,569	0.2%	-5.3%	109	109
Finance, Insurance & Real Estate								
Banking	139	\$7,495,099,824	157	\$5,451,374,135	12.9%	-27.3%	70	81
Credit agencies, except banks	193	1,840,679,158	214	6,066,401,222	10.9%	229.6%	58	63
Security, commodity brokers & services	177	846,503,993	158	11,137,708	-10.7%	-86.9%	137	115
Insurance carriers	46	181,903,718	54	216,142,660	17.4%	18.8%	51	57
Insurance agents, brokers & services	259	49,625,169	331	280,282,524	27.8%	464.8%	23	31
Real estate	1,638	1,793,881,133	1,633	3,228,255,226	-0.3%	80.0%	73	71
Combined real estate, insurance, etc.	4	133,166	1	152,210	-75.0%	14.3%	27	7
Holding & other investment offices	220	331,732,390	223	396,530,866	1.4%	19.5%	117	126
Total Finance, Insurance & Real Estate	2,676	\$12,539,558,551	2,771	\$15,750,276,551	3.6%	25.6%	62	64

p = preliminary

	1985		1986 p		% Change		Failure rate per 10,000 listed concerns	
	Number	Liabilities	Number	Liabilities	Number	Liabilities	1985	1986 p
Services								
Hotels & other lodging places	304	\$193,799,839	313	\$297,166,694	3.0%	53.3%	63	65
Personal Services								
Laundry, cleaning & garment services	253	21,795,566	268	32,594,469	5.9%	49.5%	57	60
Photographic portrait studios	62	4,259,206	81	10,446,999	30.6%	145.3%	75	101
Beauty shops	305	31,245,700	325	41,526,244	6.6%	32.9%	76	78
Barber shops	52	2,604,399	33	1,820,253	-36.5%	-30.1%	85	54
Shoe repair & hat cleaning shops	23	1,945,098	20	920,231	-13.0%	-52.7%	45	40
Funeral services & crematories	29	4,886,876	19	1,851,351	-34.5%	-62.1%	19	12
Miscellaneous personal services	306	175,861,943	249	61,845,808	-18.6%	-64.8%	249	188
Total Personal Services	1,030	\$242,598,788	995	\$151,005,355	-3.4%	-37.8%	78	74
Business Services								
Advertising	230	\$41,224,372	261	\$44,643,697	13.5%	8.3%	112	122
Consumer credit reporting & collection	28	4,879,356	30	8,012,465	7.1%	64.2%	69	73
Mail, reproduction & steno services	222	20,062,783	265	32,606,017	19.4%	62.5%	93	104
Services to buildings	420	29,364,179	372	29,429,613	-11.4%	0.2%	170	142
News syndicates	5	256,314	4	439,998	-20.0%	71.7%	205	153
Personnel supply services	99	20,789,730	105	22,863,205	6.1%	10.0%	94	96
Computer & data processing services	373	113,613,994	329	499,683,292	-11.8%	339.8%	144	111
Miscellaneous business services	4,755	2,614,493,330	8,657	3,909,881,465	82.1%	49.5%	286	467
Total Business Services	6,132	\$2,844,684,058	10,023	\$4,547,559,752	63.5%	59.9%	222	331
Miscellaneous Services								
Automotive repair, services & garages	1,335	\$143,676,277	1,469	\$449,294,370	10.0%	212.7%	103	113
Miscellaneous repair services	720	62,864,456	687	99,053,983	-4.6%	57.6%	66	64
Motion pictures, amusement & recreation	654	786,635,734	765	444,218,286	17.0%	-43.5%	97	109
Health services	577	251,351,514	692	389,569,552	19.9%	55.0%	20	24
Legal services	191	60,382,732	181	79,014,215	-5.2%	30.9%	15	15
Educational services	100	41,249,801	126	27,636,652	26.0%	-33.0%	17	24
Social services	200	81,058,807	196	52,959,948	-2.0%	-34.7%	72	66
Museum, botanical & zoological gardens	5	1,230,113	4	506,998	-20.0%	-58.8%	36	26
Membership organizations	69	31,622,840	65	19,178,105	-5.8%	-39.4%	10	9
Private households	8	1,667,298	11	1,644,448	37.5%	-1.4%	242	322
Engineering & architectural services	335	141,602,431	296	113,841,141	-11.6%	-19.6%	79	66
Noncommercial research organizations	1	11,749	6	247,669	500.0%	2008.0%	5	31
Accounting, auditing & bookkeeping services	162	32,981,159	185	89,538,984	14.2%	171.5%	31	35
Other services	4,826	1,565,082,516	4,898	1,616,672,473	1.5%	3.3%	—	—
Total Miscellaneous Services	9,183	\$3,201,417,427	9,581	3,383,376,824	4.3%	5.7%	93	94
Total Services	16,649	\$6,482,500,112	20,912	\$8,379,108,625	25.6%	29.3%	115	139
Total Public Administration	12	\$2,234,660	20	\$3,389,902	66.7%	51.7%	—	—
Nonclassifiable Establishments	1,681	\$497,252,320	1,328	\$339,658,577	-21.0%	-31.7%	—	—
Total United States	57,253	\$36,937,369,478	61,232	\$44,045,987,806	6.9%	19.2%	115	120

p = preliminary

Business Failures by Industry Sector by State and Region

	Agriculture, forestry & fishing	Mining	Construction	Manufacturing	Transportation & public utilities	Wholesale trade	Retail trade	Finance, insurance & real estate	Services	Unclassifiable establishments	Total
New England Region											
Maine											
1985	0	0	9	12	2	6	38	0	13	0	80
1986 p	2	0	4	11	5	6	23	0	8	0	59
% Change	—	0.0%	-55.6%	-8.3%	150.0%	0.0%	-39.5%	0.0%	-38.5%	0.0%	-26.3%
New Hampshire											
1985	0	0	6	15	2	8	9	2	19	0	61
1986 p	0	0	6	13	2	9	12	0	12	0	54
% Change	0.0%	0.0%	0.0%	-13.3%	0.0%	12.5%	33.3%	-100.0%	-36.8%	0.0%	-11.5%
Vermont											
1985	1	0	4	4	2	1	9	0	17	0	38
1986 p	1	0	4	5	0	2	9	0	9	0	30
% Change	0.0%	0.0%	0.0%	25.0%	-100.0%	100.0%	0.0%	0.0%	-47.1%	0.0%	-21.1%
Massachusetts											
1985	2	0	49	109	22	81	158	14	248	0	683
1986 p	3	0	44	92	24	52	132	10	372	4	733
% Change	50.0%	0.0%	-10.2%	-15.6%	9.1%	-35.8%	-16.5%	-28.6%	50.0%	—	7.3%
Connecticut											
1985	2	0	34	80	11	27	106	5	40	1	306
1986 p	1	1	15	41	11	39	55	6	33	0	202
% Change	-50.0%	—	-55.9%	-48.8%	0.0%	44.4%	-48.1%	20.0%	-17.5%	-100.0%	-34.0%
Rhode Island											
1985	0	0	5	11	0	4	21	2	17	0	60
1986 p	0	0	6	13	1	8	5	0	4	0	37
% Change	0.0%	0.0%	20.0%	18.2%	—	100.0%	-76.2%	-100.0%	-76.5%	0	-38.3%
Total New England											
1985	5	0	107	231	39	127	341	23	354	1	1,228
1986 p	7	1	79	175	43	116	236	16	438	4	1,115
% Change	40.0%	—	-26.2%	-24.2%	10.3%	-8.7%	-30.8%	-30.4%	23.7%	300.0%	-9.2%

p = preliminary

	Agriculture, forestry & fishing	Mining	Construction	Manufacturing	Transportation & public utilities	Wholesale trade	Retail trade	Finance, insurance & real estate	Services	Unclassifiable establishments	Total
Middle Atlantic Region											
New York											
1985	10	3	137	297	69	248	592	62	401	32	1,851
1986 p	14	2	139	223	73	225	437	43	348	6	1,510
% Change	40.0%	-33.3%	1.5%	-24.9%	5.8%	-9.3%	-26.2%	-30.6%	-13.2%	-81.3%	-18.4%
New Jersey											
1985	13	0	117	145	67	130	238	38	218	24	990
1986 p	4	0	95	138	60	112	242	26	228	2	907
% Change	-69.2%	0.0%	-18.8%	-4.8%	-10.4%	-13.8%	1.7%	-31.6%	4.6%	-91.7%	-8.4%
Pennsylvania											
1985	43	18	249	206	68	163	505	56	337	12	1,657
1986 p	30	27	226	177	70	135	462	49	383	4	1,563
% Change	-30.2%	50.0%	-9.2%	-14.1%	2.9%	-17.2%	-8.5%	-12.5%	13.6%	-66.7%	-5.7%
Total Middle Atlantic											
1985	66	21	503	648	204	541	1,335	156	956	68	4,498
1986 p	48	29	460	538	203	472	1,141	118	959	12	3,980
% Change	-27.3%	38.1%	-8.5%	-17.0%	-0.5%	-12.8%	-14.5%	-24.4%	0.3%	-82.4%	-11.5%
East North Central Region											
Ohio											
1985	108	33	326	212	128	201	612	81	588	167	2,456
1986 p	60	24	255	179	115	161	479	55	724	5	2,057
% Change	-44.4%	-27.3%	-21.8%	-15.6%	-10.2%	-19.9%	-21.7%	-32.1%	23.1%	-97.0%	-16.2%
Indiana											
1985	110	2	147	132	66	131	341	35	278	3	1,245
1986 p	103	7	122	105	62	104	259	40	276	7	1,085
% Change	-6.4%	250.0%	-17.0%	-20.5%	-6.1%	-20.6%	-24.0%	14.3%	-0.7%	133.3%	-12.9%
Illinois											
1985	103	8	363	256	145	279	867	164	1,143	74	3,402
1986 p	144	19	294	253	182	254	745	103	967	316	3,277
% Change	39.8%	137.5%	-19.0%	-1.2%	25.5%	-9.0%	-14.1%	-37.2%	-15.4%	327.0%	-3.7%
Michigan											
1985	58	4	161	178	59	134	431	31	401	8	1,465
1986 p	105	3	147	198	84	138	437	35	460	2	1,609
% Change	81.0%	-25.0%	-8.7%	11.2%	42.4%	3.0%	1.4%	12.9%	14.7%	-75.0%	9.8%
Wisconsin											
1985	73	1	119	90	64	109	370	30	569	2	1,427
1986 p	112	1	115	83	67	94	403	32	653	1	1,561
% Change	53.4%	0.0%	-3.4%	-7.8%	4.7%	-13.8%	8.9%	6.7%	14.8%	-50.0%	9.4%
Total East North Central											
1985	452	48	1,116	858	462	854	2,621	341	2,979	254	9,995
1986 p	524	54	933	818	510	751	2,323	265	3,080	331	9,589
% Change	15.9%	12.5%	-16.4%	-5.8%	10.4%	-12.1%	-11.4%	-22.3%	3.4%	30.3%	-4.1%

p = preliminary

	Agriculture, forestry & fishing	Mining	Construction	Manufacturing	Transportation & public utilities	Wholesale trade	Retail trade	Finance, insurance & real estate	Services	Unclassifiable establishments	Total
West North Central Region											
Minnesota											
1985	9	0	63	68	16	82	191	17	59	1	506
1986 p	31	0	81	75	24	88	205	18	113	0	635
% Change	244.4%	0.0%	28.6%	10.3%	50.0%	7.3%	7.3%	5.9%	91.5%	-100.0%	25.5%
Iowa											
1985	289	1	71	42	34	62	171	19	139	2	830
1986 p	185	2	59	23	25	44	107	21	197	0	663
% Change	-36.0%	100.0%	-16.9%	-45.2%	-26.5%	-29.0%	-37.4%	10.5%	41.7%	-100.0%	-20.1%
Missouri											
1985	247	3	137	63	97	100	249	41	310	0	1,247
1986 p	232	3	140	88	114	125	329	42	548	1	1,622
% Change	-6.1%	0.0%	2.2%	39.7%	17.5%	25.0%	32.1%	2.4%	76.8%	—	30.1%
North Dakota											
1985	6	5	12	6	4	9	36	1	15	0	94
1986 p	6	2	11	3	7	9	39	3	18	0	98
% Change	0.0%	-60.0%	-8.3%	-50.0%	75.0%	0.0%	8.3%	200.0%	20.0%	0.0%	4.3%
South Dakota											
1985	39	1	17	9	5	14	29	4	27	0	145
1986 p	22	2	17	5	10	11	47	2	34	0	150
% Change	-43.6%	100.0%	0.0%	-44.4%	100.0%	-21.4%	62.1%	-50.0%	25.9%	0.0%	3.4%
Nebraska											
1985	99	3	49	18	20	37	90	20	150	1	487
1986 p	57	3	47	28	20	40	86	8	76	0	365
% Change	-42.4%	0.0%	-4.1%	55.6%	0.0%	8.1%	-4.4%	-60.0%	-49.3%	-100.0%	-25.1%
Kansas											
1985	296	38	192	60	88	84	349	60	414	2	1,583
1986 p	303	52	166	51	84	96	331	54	535	0	1,672
% Change	2.4%	36.8%	-13.5%	-15.0%	-4.5%	14.3%	-5.2%	-10.0%	29.2%	-100.0%	5.6%
Total West North Central											
1985	985	51	541	266	264	389	1,115	162	1,114	6	4,892
1986 p	836	64	521	273	284	413	1,144	148	1,521	1	5,205
% Change	-15.1%	25.5%	-3.7%	2.6%	7.6%	6.4%	2.6%	-8.6%	36.5%	-83.3%	6.4%

p = preliminary

	Agriculture, forestry & fishing	Mining	Construction	Manufacturing	Transportation & public utilities	Wholesale trade	Retail trade	Finance, insurance & real estate	Services	Unclassifiable establishments	Total
South Atlantic Region											
Maryland											
1985	2	0	82	30	25	32	125	21	93	40	450
1986 p	10	1	79	38	20	30	108	26	131	19	462
% Change	400.0%	—	-3.7%	26.7%	-20.0%	-6.3%	-13.6%	23.8%	40.9%	-52.5%	2.7%
Delaware											
1985	0	0	5	5	4	3	23	1	5	0	46
1986 p	0	0	7	5	2	1	16	1	14	0	46
% Change	0.0%	0.0%	40.0%	0.0%	-50.0%	-66.7%	-30.4%	0.0%	180.0%	0.0%	0.0%
District of Columbia											
1985	0	0	1	2	4	2	17	3	16	15	60
1986 p	0	0	3	0	4	2	17	2	32	9	69
% Change	0.0%	0.0%	200.0%	-100.0%	0.0%	0.0%	0.0%	-33.3%	100.0%	-40.0%	15.0%
Virginia											
1985	52	35	198	55	71	51	243	40	215	31	991
1986 p	33	30	106	32	34	47	197	17	174	14	684
% Change	-36.5%	-14.3%	-46.5%	-41.8%	-52.1%	-7.8%	-18.9%	-57.5%	-19.1%	-54.8%	-31.0%
West Virginia											
1985	10	36	43	16	28	31	106	10	86	1	367
1986 p	4	22	30	17	5	25	83	1	38	0	225
% Change	-60.0%	-38.9%	-30.2%	6.3%	-82.1%	-19.4%	-21.7%	-90.0%	-55.8%	-100.0%	-38.7%
North Carolina											
1985	14	1	99	82	32	59	215	13	146	4	665
1986 p	23	1	95	71	24	35	169	22	142	1	583
% Change	64.3%	0.0%	-4.0%	-13.4%	-25.0%	-40.7%	-21.4%	69.2%	-2.7%	-75.0%	-12.3%
South Carolina											
1985	10	0	33	31	10	23	92	4	27	0	230
1986 p	4	0	49	23	17	30	74	11	56	0	264
% Change	-60.0%	0.0%	48.5%	-25.8%	70.0%	30.4%	-19.6%	175.0%	107.4%	0.0%	14.8%
Georgia											
1985	16	0	80	58	30	46	109	14	599	0	952
1986 p	9	0	47	42	18	46	97	13	334	0	606
% Change	-43.8%	0.0%	-41.3%	-27.6%	-40.0%	0.0%	-11.0%	-7.1%	-44.2%	0.0%	-36.3%
Florida											
1985	26	3	345	214	67	310	621	84	1,123	1	2,794
1986 p	33	4	423	240	79	332	717	116	1,370	2	3,316
% Change	26.9%	33.3%	22.6%	12.1%	17.9%	7.1%	15.5%	38.1%	22.0%	100.0%	18.7%
Total South Atlantic											
1985	130	75	886	493	271	557	1,551	190	2,310	92	6,555
1986 p	116	58	839	468	203	548	1,478	209	2,291	45	6,255
% Change	-10.8%	-22.7%	-5.3%	-5.1%	-25.1%	-1.6%	-4.7%	10.0%	-0.8%	-51.1%	-4.6%

p = preliminary

	Agriculture, forestry & fishing	Mining	Construction	Manufacturing	Transportation & public utilities	Wholesale trade	Retail trade	Finance, insurance & real estate	Services	Unclassifiable establishments	Total
East South Central Region											
Kentucky											
1985	118	72	134	52	34	91	279	23	180	0	983
1986 p	96	51	113	59	45	73	285	15	210	0	947
% Change	-18.6%	-29.2%	-15.7%	13.5%	32.4%	-19.8%	2.2%	-34.8%	16.7%	0.0%	-3.7%
Tennessee											
1985	38	8	164	104	58	109	386	55	291	4	1,217
1986 p	36	7	123	98	51	75	316	38	418	4	1,166
% Change	-5.3%	-12.5%	-25.0%	-5.8%	-12.1%	-31.2%	-18.1%	-30.9%	43.6%	0.0%	-4.2%
Alabama											
1985	29	4	91	43	33	39	198	20	148	3	608
1986 p	6	3	58	33	15	31	115	17	91	0	369
% Change	-79.3%	-25.0%	-36.3%	-23.3%	-54.5%	-20.5%	-41.9%	-15.0%	-38.5%	-100.0%	-39.3%
Mississippi											
1985	45	9	51	43	29	33	145	22	90	1	468
1986 p	47	5	55	27	19	36	151	13	148	0	501
% Change	4.4%	-44.4%	7.8%	-37.2%	-34.5%	9.1%	4.1%	-40.9%	64.4%	-100.0%	7.1%
Total East South Central											
1985	230	93	440	242	154	272	1,008	120	709	8	3,276
1986 p	185	66	349	217	130	215	867	83	867	4	2,983
% Change	-19.6%	-29.0%	-20.7%	-10.3%	-15.6%	-21.0%	-14.0%	-30.8%	22.3%	-50.0%	-8.9%
West South Central Region											
Arkansas											
1985	41	6	66	64	32	54	158	18	183	0	622
1986 p	23	4	53	41	19	28	104	9	91	0	372
% Change	-43.9%	-33.3%	-19.7%	-35.9%	-40.6%	-48.1%	-34.2%	-50.0%	-50.3%	0.0%	-40.2%
Oklahoma											
1985	53	61	156	51	60	62	205	111	271	0	1,030
1986 p	140	102	502	103	140	147	547	179	974	0	2,834
% Change	164.2%	67.2%	221.8%	102.0%	133.3%	137.1%	166.8%	61.3%	259.4%	0.0%	175.1%
Louisiana											
1985	77	60	210	54	96	118	419	71	258	20	1,383
1986 p	118	60	198	59	92	112	617	142	422	4	1,824
% Change	53.2%	0.0%	-5.7%	9.3%	-4.2%	-5.1%	47.3%	100.0%	63.6%	-80.0%	31.9%
Texas											
1985	80	204	740	392	164	438	940	325	1,362	263	4,908
1986 p	118	312	831	466	180	627	1,209	386	3,536	9	7,674
% Change	47.5%	52.9%	12.3%	18.9%	9.8%	43.2%	28.6%	18.8%	159.6%	-96.6%	56.4%
Total West South Central											
1985	251	331	1,172	561	352	672	1,722	525	2,074	283	7,943
1986 p	399	478	1,584	669	431	914	2,477	716	5,023	13	12,704
% Change	59.0%	44.4%	35.2%	19.3%	22.4%	36.0%	43.8%	36.4%	142.2%	-95.4%	59.9%

p = preliminary

	Agriculture, forestry & fishing	Mining	Construction	Manufacturing	Transportation & public utilities	Wholesale trade	Retail trade	Finance, insurance & real estate	Services	Unclassifiable establishments	Total
Mountain Region											
Montana											
1985	14	2	28	17	6	18	66	12	31	0	194
1986 p	9	4	26	18	11	15	61	4	36	0	184
% Change	-35.7%	100.0%	-7.1%	5.9%	83.3%	-16.7%	-7.6%	-66.7%	16.1%	0.0%	-5.2%
Idaho											
1985	18	1	25	18	14	26	63	5	33	0	203
1986 p	20	3	44	21	13	30	88	15	77	0	311
% Change	11.1%	200.0%	76.0%	16.7%	-7.1%	15.4%	39.7%	200.0%	133.3%	0.0%	53.2%
Wyoming											
1985	22	20	43	15	8	11	58	15	82	0	274
1986 p	11	13	41	15	10	17	71	11	92	0	281
% Change	-50.0%	-35.0%	-4.7%	0.0%	25.0%	54.5%	22.4%	-26.7%	12.2%	0.0%	2.6%
Colorado											
1985	129	67	417	135	105	160	581	225	874	1	2,694
1986 p	136	51	465	160	98	170	617	232	1,321	4	3,254
% Change	5.4%	-23.9%	11.5%	18.5%	-6.7%	6.3%	6.2%	3.1%	51.1%	300.0%	20.8%
New Mexico											
1985	8	13	52	25	8	20	99	21	110	2	358
1986 p	8	16	39	17	8	24	87	12	58	0	269
% Change	0.0%	23.1%	-25.0%	-32.0%	0.0%	20.0%	-12.1%	-42.9%	-47.3%	-100.0%	-24.9%
Arizona											
1985	17	8	102	50	29	45	109	34	280	19	693
1986 p	4	0	111	50	17	51	121	37	273	0	664
% Change	-76.5%	-100.0%	8.8%	0.0%	-41.4%	13.3%	11.0%	8.8%	-2.5%	-100.0%	-4.2%
Utah											
1985	10	16	81	39	24	64	135	67	138	2	576
1986 p	6	10	60	48	30	53	132	57	170	5	571
% Change	-40.0%	-37.5%	-25.9%	23.1%	25.0%	-17.2%	-2.2%	-14.9%	23.2%	150.0%	-0.9%
Nevada											
1985	7	8	34	15	16	20	66	26	175	0	367
1986 p	9	2	38	11	17	23	65	25	170	0	360
% Change	28.6%	-75.0%	11.8%	-26.7%	6.3%	15.0%	-1.5%	-3.8%	-2.9%	0.0%	-1.9%
Total Mountain											
1985	225	135	782	314	210	364	1,177	405	1,723	24	5,359
1986 p	203	99	824	340	204	383	1,242	393	2,197	9	5,894
% Change	-9.8%	-26.7%	5.4%	8.3%	-2.9%	5.2%	5.5%	-3.0%	27.5%	-62.5%	10.0%

p = preliminary

	Agriculture, forestry & fishing	Mining	Construction	Manufacturing	Transportation & public utilities	Wholesale trade	Retail trade	Finance, insurance & real estate	Services	Unclassifiable establishments	Total
Pacific Region											
Alaska											
1985	4	2	53	17	9	15	46	7	19	1	173
1986 p	2	4	65	4	16	13	72	21	91	1	289
% Change	-50.0%	100.0%	22.6%	-76.5%	77.8%	-13.3%	56.5%	200.0%	378.9%	0.0%	67.1%
Hawaii											
1985	5	0	21	19	16	15	61	53	60	0	250
1986 p	4	0	18	12	9	38	69	54	79	0	283
% Change	-20.0%	0.0%	-14.3%	-36.8%	-43.8%	153.3%	13.1%	1.9%	31.7%	0.0%	13.2%
Washington											
1985	90	3	295	144	80	141	444	69	366	5	1,637
1986 p	74	3	262	151	84	113	464	84	523	16	1,774
% Change	-17.8%	0.0%	-11.2%	4.9%	5.0%	-19.9%	4.5%	21.7%	42.9%	220.0%	8.4%
Oregon											
1985	23	3	114	106	50	75	211	28	541	0	1,151
1986 p	16	1	119	85	68	69	242	45	356	0	1,001
% Change	-30.4%	-66.7%	4.4%	-19.8%	36.0%	-8.0%	14.7%	60.7%	-34.2%	0.0%	-13.0%
California											
1985	233	34	975	960	425	815	1,862	597	3,444	951	10,296
1986 p	208	54	984	990	367	770	1,769	619	3,487	912	10,160
% Change	-10.7%	58.8%	0.9%	3.1%	-13.6%	-5.5%	-5.0%	3.7%	1.2%	-4.1%	-1.3%
Total Pacific											
1985	355	42	1,458	1,246	580	1,061	2,624	754	4,430	957	13,507
1986 p	304	62	1,448	1,242	544	1,003	2,616	823	4,536	929	13,507
% Change	-14.4%	47.6%	-0.7%	-0.3%	-6.2%	-5.5%	-0.3%	9.2%	2.4%	-2.9%	0.0%
Total United States											
1985	2,699	796	7,005	4,869	2,536	4,836	13,494	2,676	16,649	1,693	57,253
1986 p	2,622	911	7,037	4,740	2,552	4,815	13,524	2,771	20,912	1,348	61,232
% Change	-2.9%	14.4%	0.5%	-2.6%	0.6%	-0.4%	0.2%	3.6%	25.6%	-20.4%	6.9%

p = preliminary

Failures by Age of Business by Industry 1985, 1986 p

	Agriculture, forestry & fishing	Mining	Construction	Manufacturing	Transportation & public utilities	Wholesale trade	Retail trade	Finance, insurance & real estate	Services	Total
1985										
One year or less	8.0%	9.2%	8.6%	11.4%	12.5%	10.3%	15.7%	16.2%	20.6%	14.5%
Two years	5.8%	14.5%	11.3%	13.0%	13.5%	13.4%	17.2%	12.4%	14.4%	14.0%
Three years	5.1%	12.6%	9.0%	11.7%	10.9%	11.3%	12.8%	8.6%	11.0%	11.0%
Total Three Years or Less	18.9%	36.3%	28.9%	36.1%	36.9%	35.0%	45.7%	37.2%	46.0%	39.5%
Four years	5.1%	12.5%	7.3%	9.0%	8.5%	8.6%	9.1%	7.4%	8.3%	8.4%
Five years	8.1%	13.5%	7.9%	7.1%	8.9%	8.7%	7.8%	10.4%	8.7%	8.2%
Total Five Years or Less	32.1%	62.3%	44.1%	52.2%	54.3%	52.3%	62.6%	55.0%	63.0%	56.1%
Six years	5.8%	6.1%	7.1%	6.2%	6.5%	6.9%	6.3%	6.4%	6.2%	6.5%
Seven years	5.0%	5.2%	6.4%	5.4%	5.3%	6.0%	5.0%	4.9%	4.9%	5.3%
Eight years	3.6%	3.1%	6.4%	4.6%	4.5%	4.2%	4.3%	3.9%	3.7%	4.4%
Nine years	4.3%	2.7%	5.8%	3.9%	4.4%	4.3%	3.8%	4.3%	3.6%	4.1%
Ten years	4.7%	3.0%	4.6%	3.6%	3.8%	3.7%	2.5%	2.8%	2.9%	3.3%
Total Six to Ten Years	23.4%	20.1%	30.3%	23.7%	24.5%	25.1%	21.9%	22.3%	21.3%	23.6%
Over ten years	44.5%	17.6%	25.6%	24.1%	21.2%	22.6%	15.5%	22.7%	15.7%	20.3%
Total	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
1986 p										
One year or less	8.5%	7.1%	7.8%	10.0%	10.6%	8.6%	14.7%	14.0%	19.4%	12.9%
Two years	5.9%	12.5%	10.7%	13.3%	12.5%	12.8%	17.1%	11.0%	13.9%	13.7%
Three years	6.1%	9.1%	10.8%	11.6%	11.7%	12.2%	13.5%	11.5%	11.6%	11.9%
Total Three Years or Less	20.5%	28.7%	29.3%	34.9%	34.8%	33.6%	45.3%	36.5%	44.9%	38.5%
Four years	4.6%	6.4%	7.6%	8.9%	9.4%	9.9%	9.2%	8.1%	8.6%	8.7%
Five years	4.0%	14.0%	6.7%	7.7%	8.9%	7.7%	7.0%	7.7%	7.1%	7.3%
Total Five Years or Less	29.1%	49.1%	43.6%	51.5%	53.1%	51.2%	61.5%	52.3%	60.6%	54.5%
Six years	6.7%	10.7%	7.1%	6.3%	6.9%	6.8%	5.6%	7.0%	6.5%	6.5%
Seven years	4.2%	6.3%	6.1%	5.3%	5.6%	5.5%	4.9%	5.9%	5.0%	5.3%
Eight years	4.6%	4.7%	6.1%	4.8%	4.5%	4.5%	4.6%	4.8%	4.1%	4.7%
Nine years	4.0%	3.6%	5.3%	4.3%	3.4%	3.8%	4.0%	4.3%	3.5%	4.1%
Ten years	3.5%	3.4%	5.4%	3.0%	3.0%	3.9%	3.2%	3.3%	2.9%	3.5%
Total Six to Ten Years	23.0%	28.7%	30.0%	23.7%	23.4%	24.5%	22.3%	25.3%	22.0%	24.1%
Over ten years	47.9%	22.2%	26.4%	24.8%	23.5%	24.3%	16.2%	22.4%	17.4%	21.4%
Total	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

p = preliminary

Causes of Business Failures—1985

	Agriculture, forestry & fishing	Mining	Construction	Manufacturing	Transportation & public utilities	Wholesale trade	Retail trade	Finance, insurance & real estate	Services	Total
Neglect Causes	3.6%	1.4%	2.9%	2.0%	2.2%	2.9%	3.3%	2.3%	2.6%	2.7%
Bad habits	36.8%	36.3%	32.8%	33.0%	20.0%	26.9%	20.8%	26.2%	23.0%	25.7%
Business conflicts	9.2%	18.2%	13.4%	19.6%	10.9%	21.3%	12.2%	19.7%	12.0%	13.6%
Family problems	11.2%	0.0%	7.5%	3.1%	5.5%	5.7%	8.4%	8.2%	11.3%	8.5%
Lack of interest	9.2%	18.2%	14.4%	19.6%	18.2%	18.4%	18.1%	13.1%	11.1%	15.1%
Marital problems	16.3%	0.0%	9.5%	7.2%	12.7%	9.2%	14.2%	11.5%	16.4%	13.2%
Occupational conflicts	2.0%	18.2%	3.0%	4.1%	5.5%	5.0%	7.3%	3.3%	4.1%	4.9%
Poor health	15.3%	9.1%	19.4%	13.4%	27.2%	13.5%	19.0%	18.0%	22.1%	19.0%
Disaster Causes	1.1%	0.5%	0.6%	0.9%	0.4%	0.8%	1.0%	0.4%	0.3%	0.6%
Act of God	58.7%	25.0%	11.4%	4.5%	18.2%	4.9%	9.3%	30.0%	15.4%	14.2%
Burglary	0.0%	0.0%	2.3%	2.3%	0.0%	2.4%	7.0%	0.0%	9.6%	4.7%
Employee fraud	3.4%	0.0%	9.1%	2.3%	9.1%	12.2%	2.3%	20.0%	11.5%	6.3%
Fire	10.3%	25.0%	15.9%	59.1%	9.1%	34.1%	58.9%	0.0%	32.8%	40.0%
Death of owner	27.6%	25.0%	56.8%	31.8%	54.5%	46.4%	22.5%	50.0%	28.8%	33.4%
Strike	0.0%	25.0%	4.5%	0.0%	9.1%	0.0%	0.0%	0.0%	1.9%	1.4%
Fraud Causes	0.1%	0.9%	0.4%	0.5%	0.4%	1.0%	0.3%	1.6%	0.4%	0.5%
Embezzlement	0.0%	28.6%	28.0%	7.7%	27.3%	10.4%	13.0%	20.5%	28.1%	18.6%
False agreement	0.0%	0.0%	16.0%	15.4%	9.1%	6.3%	8.7%	25.0%	14.1%	12.9%
False statement	50.0%	0.0%	8.0%	11.5%	0.0%	12.5%	8.7%	9.1%	6.3%	9.0%
Irregular disposal of assets	0.0%	71.4%	36.0%	34.6%	45.4%	43.7%	54.4%	38.6%	31.3%	41.2%
Misleading name	25.0%	0.0%	0.0%	7.7%	9.1%	6.3%	2.2%	2.3%	6.3%	4.7%
Premeditated overbuy	25.0%	0.0%	12.0%	23.1%	9.1%	20.8%	13.0%	4.5%	14.1%	13.6%
Economic Factors Causes	74.3%	72.4%	68.0%	62.6%	67.4%	65.0%	64.9%	59.6%	69.2%	66.3%
Bad profits	75.8%	65.3%	71.3%	72.6%	74.0%	70.6%	70.4%	65.0%	73.8%	71.5%
High interest rates	8.5%	0.5%	2.9%	0.8%	1.1%	0.9%	0.7%	6.5%	1.9%	2.0%
Loss of market	7.8%	26.6%	12.2%	11.9%	12.8%	12.8%	9.3%	13.9%	10.6%	11.6%
No consumer spending	5.1%	4.5%	7.9%	6.4%	7.1%	7.1%	13.4%	8.7%	7.9%	8.8%
No future	2.8%	3.1%	5.7%	8.3%	5.0%	8.6%	6.2%	5.9%	5.8%	6.1%
Experience Causes	17.6%	17.6%	21.3%	22.0%	21.9%	20.1%	23.8%	22.4%	22.2%	22.8%
Incompetence	55.1%	37.2%	48.1%	44.5%	44.3%	46.6%	40.7%	40.6%	35.8%	39.1%
Lack of line experience	7.4%	16.4%	12.9%	17.4%	18.5%	16.0%	22.1%	25.4%	32.9%	21.7%
Lack of managerial experience	23.6%	14.3%	14.6%	12.2%	17.8%	11.3%	15.3%	8.3%	11.8%	12.8%
Unbalanced experience	13.9%	32.1%	24.4%	25.9%	19.4%	26.1%	21.9%	25.7%	19.5%	26.4%
Sales Causes	7.6%	8.8%	13.2%	13.5%	13.4%	12.8%	16.6%	14.6%	15.2%	14.1%
Competitively weak	12.2%	34.2%	19.9%	19.9%	28.8%	26.8%	26.9%	15.1%	18.4%	21.8%
Economic decline	39.0%	22.9%	31.3%	11.4%	11.1%	12.6%	10.3%	17.9%	8.1%	13.5%
Inadequate sales	45.9%	42.9%	47.3%	66.4%	58.9%	56.1%	55.8%	65.7%	72.3%	61.4%
Inventory difficulties	2.4%	0.0%	1.1%	1.7%	0.9%	3.9%	3.8%	0.8%	0.6%	2.0%
Poor location	0.5%	0.0%	0.4%	0.6%	0.3%	0.6%	3.2%	0.5%	0.6%	1.3%
Expenses Causes	7.6%	10.2%	6.8%	7.7%	9.2%	6.9%	7.3%	6.7%	6.6%	8.3%
Burdensome institutional debt	57.4%	29.6%	34.3%	39.9%	36.5%	39.8%	37.1%	41.7%	39.8%	32.9%
Heavy operating expenses	42.6%	70.4%	65.7%	60.1%	63.5%	60.2%	62.9%	58.3%	60.2%	67.1%
Customer Causes	0.6%	1.5%	2.6%	2.2%	1.6%	2.4%	1.3%	0.9%	1.7%	1.7%
Receivables difficulties	46.7%	58.3%	71.5%	62.3%	24.4%	49.6%	15.9%	60.9%	33.3%	43.1%
Too few customers	53.3%	41.7%	28.5%	37.7%	75.6%	50.4%	84.1%	39.1%	66.7%	56.9%
Assets Causes	2.3%	0.9%	0.6%	0.6%	1.1%	0.6%	0.8%	1.7%	0.6%	0.8%
Excessive fixed assets	71.4%	57.1%	36.6%	42.9%	70.4%	27.6%	25.5%	65.2%	45.2%	46.1%
Over expansion	28.6%	42.9%	63.4%	57.1%	29.6%	72.4%	74.5%	34.8%	54.8%	53.9%
Capital Causes	1.6%	1.3%	1.2%	1.2%	0.7%	1.1%	1.2%	0.9%	0.7%	1.0%
Burdensome contracts	21.4%	10.0%	28.0%	15.3%	10.5%	7.8%	16.4%	32.0%	22.5%	19.3%
Excessive withdrawals	64.3%	70.0%	45.2%	37.3%	63.2%	31.4%	39.4%	20.0%	49.2%	43.7%
Inadequate start capacity	14.3%	20.0%	26.8%	47.4%	26.3%	60.8%	44.2%	48.0%	28.3%	37.0%

Due to the fact that some failures are attributed to a combination of causes, the total of the major categories exceeds 100.0%.
The individual major category total was used to achieve the percents in the minor categories.

Causes of Business Failures—1986 p

	Agriculture, forestry & fishing	Mining	Construction	Manufacturing	Transportation & public utilities	Wholesale trade	Retail trade	Finance, insurance & real estate	Services	Total
Neglect Causes	2.3%	0.9%	1.8%	2.1%	2.1%	2.2%	2.2%	1.6%	1.6%	1.8%
Bad habits	32.7%	62.5%	23.1%	29.6%	15.1%	25.9%	18.2%	31.2%	22.8%	23.4%
Business conflicts	6.6%	0.0%	16.9%	23.5%	20.8%	18.3%	16.8%	22.2%	11.7%	15.9%
Family problems	6.6%	0.0%	2.3%	4.1%	11.3%	2.9%	7.2%	4.4%	7.4%	6.0%
Lack of interest	14.8%	25.0%	15.4%	19.4%	22.5%	26.0%	19.9%	11.1%	11.7%	17.0%
Marital problems	21.3%	0.0%	14.6%	5.1%	5.7%	6.7%	16.5%	13.3%	19.4%	14.7%
Occupational conflicts	0.0%	0.0%	4.6%	3.1%	5.7%	5.8%	5.2%	6.7%	5.5%	4.8%
Poor health	18.0%	12.5%	23.1%	15.3%	18.9%	14.4%	16.2%	11.1%	21.5%	18.2%
Disaster Causes	0.5%	0.1%	0.4%	0.9%	0.4%	0.8%	0.8%	0.3%	0.2%	0.5%
Act of God	57.2%	100.0%	19.4%	7.3%	20.0%	8.1%	10.6%	33.3%	15.8%	14.9%
Burglary	14.3%	0.0%	3.2%	0.0%	0.0%	2.7%	9.7%	0.0%	5.3%	5.8%
Employee fraud	14.3%	0.0%	3.2%	0.0%	20.0%	13.5%	2.7%	11.1%	10.5%	6.1%
Fire	7.1%	0.0%	16.1%	39.0%	30.0%	32.4%	53.1%	0.0%	34.2%	37.3%
Death of Owner	7.1%	0.0%	58.1%	53.7%	30.0%	43.3%	23.9%	55.6%	34.2%	35.9%
Strike	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Fraud Causes	0.2%	0.5%	0.4%	0.4%	0.2%	0.8%	0.4%	0.9%	0.2%	0.4%
Embezzlement	0.0%	20.0%	44.0%	14.3%	16.7%	26.3%	7.8%	28.0%	11.4%	19.1%
False agreement	0.0%	60.0%	4.0%	9.5%	0.0%	7.9%	11.8%	20.0%	13.6%	11.8%
False statement	25.0%	0.0%	12.0%	4.8%	0.0%	7.9%	11.8%	4.0%	6.8%	8.2%
Irregular disposal of assets	75.0%	20.0%	28.0%	47.6%	33.3%	29.0%	39.2%	44.0%	47.7%	39.1%
Misleading name	0.0%	0.0%	8.0%	4.8%	33.3%	2.6%	7.8%	0.0%	11.4%	6.8%
Premeditated overbuy	0.0%	0.0%	4.0%	19.0%	16.7%	26.3%	21.6%	4.0%	9.1%	15.0%
Economic Factors Causes	80.0%	79.0%	69.8%	66.0%	68.6%	67.7%	68.3%	63.2%	75.7%	70.6%
Bad profits	77.1%	69.5%	74.2%	72.8%	73.0%	70.1%	70.9%	72.7%	79.9%	75.0%
High interest rates	5.4%	0.6%	0.6%	0.1%	1.5%	0.5%	0.3%	0.6%	1.2%	1.0%
Loss of market	4.1%	18.8%	11.6%	12.9%	9.7%	13.4%	8.3%	11.9%	9.4%	9.9%
No consumer spending	11.3%	7.6%	8.8%	5.9%	10.5%	8.1%	14.9%	10.6%	6.0%	9.4%
No future	2.1%	3.5%	4.8%	8.3%	5.3%	7.9%	5.6%	4.2%	3.5%	4.7%
Experience Causes	14.8%	12.6%	21.2%	20.9%	21.8%	19.4%	22.4%	19.4%	18.3%	20.7%
Incompetence	58.5%	38.2%	50.8%	48.8%	47.1%	46.7%	45.9%	46.3%	43.5%	43.8%
Lack of line experience	6.2%	15.7%	8.3%	13.1%	13.3%	14.2%	17.6%	12.6%	15.0%	13.3%
Lack of managerial experience	13.4%	19.1%	14.3%	7.3%	17.8%	11.8%	14.1%	9.9%	13.2%	12.3%
Unbalanced experience	21.9%	27.0%	26.6%	30.8%	21.8%	27.3%	22.4%	31.2%	28.3%	30.6%
Sales Causes	6.9%	7.1%	13.1%	11.8%	12.5%	12.5%	14.5%	11.0%	10.5%	11.7%
Competitively weak	12.7%	13.8%	19.4%	21.1%	35.1%	19.0%	26.1%	14.4%	17.2%	21.0%
Economic decline	50.8%	38.5%	26.9%	13.1%	16.6%	16.5%	12.5%	23.0%	19.0%	18.5%
Inadequate sales	34.8%	47.7%	53.1%	64.2%	47.4%	60.3%	56.4%	62.3%	62.7%	58.1%
Inventory difficulties	0.6%	0.0%	0.4%	1.1%	0.3%	2.7%	3.0%	0.0%	0.4%	1.3%
Poor location	1.1%	0.0%	0.2%	0.5%	0.6%	1.5%	2.0%	0.3%	0.9%	1.1%
Expenses Causes	7.4%	5.9%	7.2%	8.3%	8.5%	6.7%	7.3%	7.9%	7.1%	8.4%
Burdensome institutional debt	68.2%	40.7%	38.2%	38.7%	33.9%	43.1%	45.2%	70.0%	49.4%	40.0%
Heavy operating expenses	31.8%	59.3%	61.8%	61.3%	66.1%	56.9%	54.8%	30.0%	50.6%	60.0%
Customer Causes	0.5%	0.3%	1.5%	1.3%	1.2%	1.3%	1.1%	0.5%	1.1%	1.1%
Receivables difficulties	46.2%	33.3%	81.9%	58.1%	67.7%	73.0%	28.3%	66.7%	29.5%	47.5%
Too few customers	53.8%	66.7%	18.1%	41.9%	32.3%	27.0%	71.7%	33.3%	70.5%	52.5%
Assets Causes	0.6%	0.1%	0.5%	0.5%	0.7%	0.2%	0.6%	1.2%	0.4%	0.5%
Excessive fixed assets	41.2%	0.0%	33.3%	30.4%	52.9%	36.4%	16.1%	38.2%	33.3%	30.2%
Over expansion	58.8%	100.0%	66.7%	69.6%	47.1%	63.6%	83.9%	61.8%	66.7%	69.8%
Capital Causes	0.5%	0.7%	0.9%	0.9%	0.7%	0.7%	1.1%	0.8%	0.5%	0.7%
Burdensome contracts	0.0%	16.7%	18.3%	28.6%	15.8%	8.6%	9.8%	30.4%	12.5%	14.4%
Excessive withdrawals	78.6%	50.0%	65.0%	21.4%	47.4%	51.4%	46.1%	47.9%	58.3%	50.7%
Inadequate start capacity	21.4%	33.3%	16.7%	50.0%	36.8%	40.0%	44.1%	21.7%	29.2%	34.9%

p = preliminary

Due to the fact that some failures are attributed to a combination of causes, the total of the major categories exceeds 100.0%.
The individual major category total was used to achieve the percents in the minor categories.

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The Business Failure Record

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